PUBLISHED EVERY SATURDAY SINCE 1868

Hardware and Metal

Vol. XXXIV. No. 1 | THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA | January 7, 1922

Over the Top!

This is the year of the big push. Supported by the finest army of kitchen ware ever manufactured, Mr. SMP is going Over The Top. The campaign will sweep all across the Dominion of Canada———The kitchens of Canadian homes are the objectives. Mr. SMP plans to have Pearl Ware or Diamond Ware introduced in every home——— The attack on each locality will be led by the most aggressive retail hardware merchant, who will take advantage of the situation to thoroughly clean up the territory. We will give him every assistance———There is powerful artillery behind and plenty of reserves———

Lower Prices

A short time ago we announced a substantial price reduction on Pearl Ware and Diamond Ware. This has already stimulated business in these two lines and will continue to do so. But of much more importance to the dealer—we are starting such a large and comprehensive consumer advertising campaign that big business is bound to come to each dealer handling our lines from now on.

We want the Hardware man of Canada to feel that we are not only interested in selling our goods to him but are just as interested in helping him sell our goods at a **profit** to the consumer, and we, as a firm, pledge ourselves to help these enterprising merchants in a more substantial way than ever before.

Selling at a Profit

Through the mail and from our representatives you will receive the necessary details. All we want to tell you here is—Buy Pearl Ware and Diamond Ware now with every confidence that you are going to sell these Wares at a greater gross profit than ever before.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

Do You Get The Hockey Club Business Of Your Town?

TELL THE BOYS THRU YOUR LOCAL PAPERS THAT YOU CAN SUPPLY THEIR HOCKEY NEEDS

We have on our staff a Sporting Goods Expert who makes a specialty of both Summer and Winter indoor and outdoor sporting supplies, and are in a position today to supply the needs of the trade in all sporting lines. We carry extensive stocks.

You no doubt have local clubs to be outfitted. Let us assist you. A note to the boys in your local paper will get you in touch with them.

Let us quote on Hockey Outfits for clubs: Sticks, Pucks, Skates, Boots, Ankle-Supports, Knee-Pads, Shin-Pads, Goal-Keeper's Pads, Gauntlets, Abdominal Supporters, Abdominal Protectors, Sweaters and Crests, Socks, Toques and Hockey Knickers, etc.

Let us know your requirements.

Rice Lewis & Son Limited, Toronto

Ask the "Rice Lewis" Man or Write Direct

If interested tear out this page and place with letters to be answered.

"Please send me," he said,

and we mailed him the book. This is the letter he wrote us:

Dayton, O., June 2, 1921.

"Henry Disston & Sons, Inc.
Philadelphia, Pa.

"Gentlemen:—I want to thank you for your 'Saw, Tool and File Book,' which I received several days ago, and with which I am very much pleased.

"Your Book is just what I need, I have six of your saws, but the way I have been filing them I think I shall need a jointer.

"I feel very good toward you for your courtesy to me! In fact, I think you are just about as fine as your saws. I don't think that I could pay you a higher compliment.

"I am fifty-five years old, and in all my years I have heard only two men praise any but the 'Disston Saws.'

"I am not familiar with your other tools, and, frankly, I didn't know that you made any others, but I shall get acquainted with some of them very soon.

"In conclusion let me again thank you for the Book; it has so much valuable information in it, and so many fine illustrations that I hardly know which to praise more—its utility or its art. I like both, and am immensely pleased.

Yours truly,
WM. BENZING,
1220 Wyoming Street."

When a man gives us a compliment like that, do you wonder that we want to talk about it? We wish you would read the book. If you would like a copy, or several for your clerks and customers, write your name and address on this page, and mail it to us. Address the envelope to Desk No. 2. We will send you the book free of charge.

DISSTON
TRADE MARK
Reg. U. S. Pat. Off.

Henry Disston & Sons, Ltd.

Toronto, Canada.

Branch: Vancouver, B. C.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels

Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws

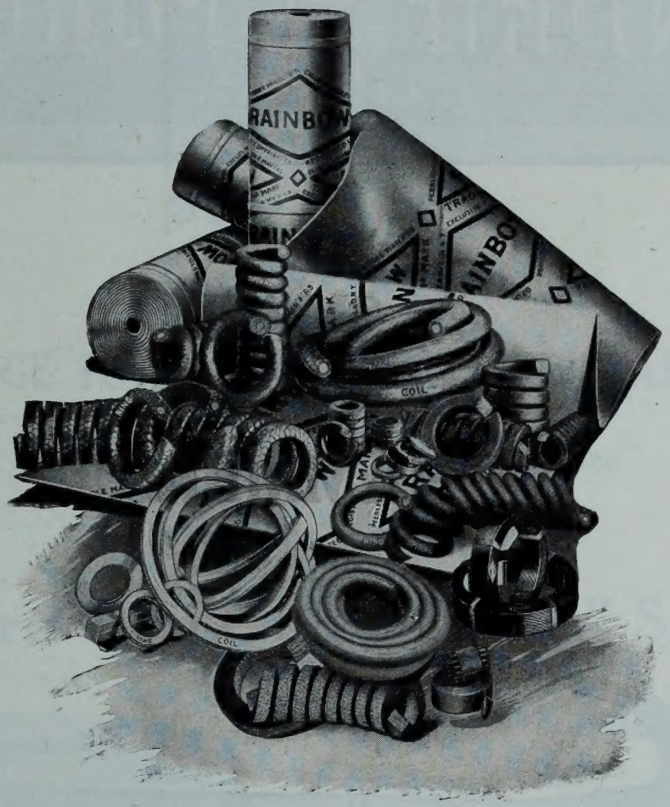
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES

If interested tear out this page and place with letters to be answered.



Rainbow Sheet Packing

is the *original* red sheet packing. For more than 30 years it has held the confidence of the mechanical world because it has never failed to give satisfactory service.

The steam engineers in your vicinity know from experience that a gasket cut from genuine Rainbow is their best assurance of a permanently packed flange.

You cannot afford to overlook the remarkable sales possibilities of Rainbow Sheet Packing.

All Rainbow Sheet is red, but all red sheet is not Rainbow. Identify the genuine by the Diamond Rainbow trade-marks on every yard.

Genuine Rainbow is made in Canada. Your jobber will help you order a balanced stock, or write direct, to our nearest branch.

Dominion Rubber System

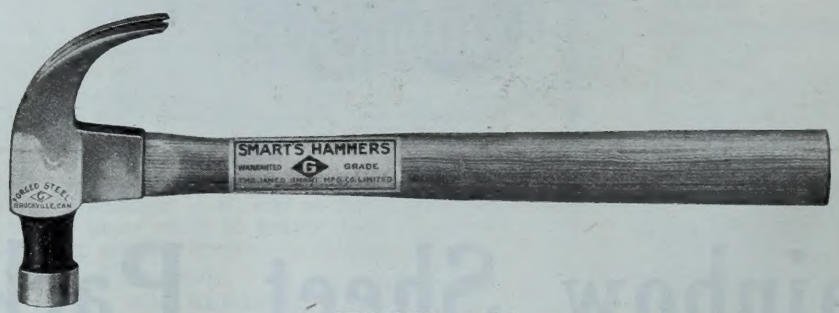
Head Office :: :: Montreal

Service Branches at:

HALIFAX	OTTAWA	LONDON	FORT WILLIAM	SASKATOON	EDMONTON
ST. JOHN	TORONTO	KITCHENER	WINNIPEG	CALGARY	VANCOUVER
QUEBEC	HAMILTON	NORTH BAY	REGINA	LETHBRIDGE	VICTORIA

CANADA
FOUNDRIES & FORGINGS
LIMITED

A SMART CANADIAN HAMMER



NUMBER 61½.

A Real Nail Puller
A Great Trade Puller
It's of The Diamond G Breed

JAMES SMART PLANT
BROCKVILLE, CANADA

St. John - Montreal - Toronto - Winnipeg - Vancouver

REGISTERED W. D. S. & Co. DURO ALUMINUM TRADE MARK

"DURO"

REGISTERED W. D. S. & Co. DURO ALUMINUM TRADE MARK

ALUMINUM WARE

99% Pure

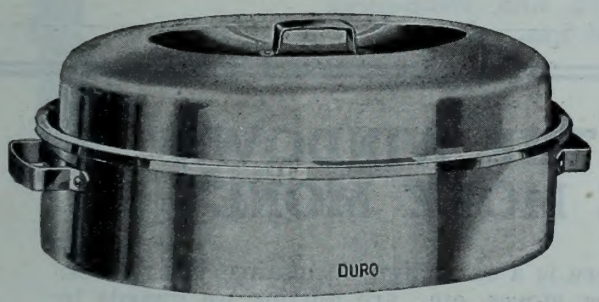
MADE IN CANADA

LARGE RANGE TO CHOOSE FROM—POPULAR PRICES

"Duro" is setting the pace in the quality race.

Leading Jobbers Handle It.

Here Are Two Quick "Duro" Sellers



OVAL ROASTER

No.	Length	Width	Height
170	18¼ in.	11¼ in.	8¼ in.

Self basting, heavy, seamless roaster. Air chamber in bottom of base prevents burning. Riveted handles. Cover fits pan snugly, retaining all the juices and prevents shrinkage of the meat. Easy to clean. Holds large sized turkey. Indented cover for automatic basting. Polished finish.

TEA KETTLE AND INSERT

No.	Cap. Kettle	Cap. Insert
169	5 quarts	2 quarts

A most convenient combination. Polished finish.

DURO ALUMINUM, LIMITED

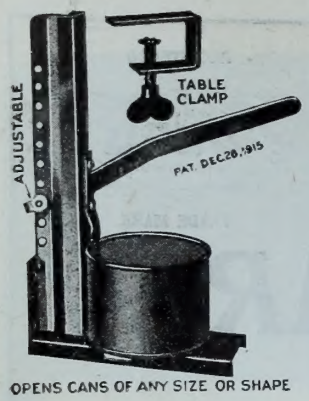
Successors to W. D. SHAMBROOK & CO., Hamilton, Ont.

W. D. SHAMBROOK, President

Representatives:

A. T. CHAMBERS, Vancouver.
J. R. ANDERSON, 36 St. Dizier St., Montreal.
L. T. WALLS SALES, LTD., Winnipeg.
ARMSTRONG & PATERSON, St. John, N.B.
A. F. BURNS, Hamilton, Ont.

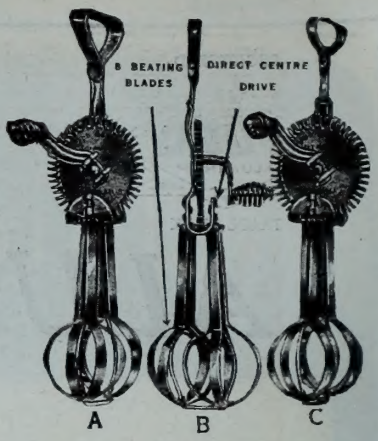
If interested tear out this page and place with letters to be answered.



OPENS CANS OF ANY SIZE OR SHAPE

" Reproduced from 9 U.S. Trade Papers "

Egg Beater Philosophy



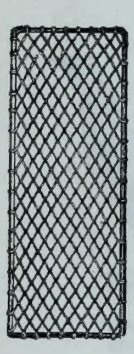
The great American who said, "The man who makes a BETTER mouse-trap will find a well-beaten path even through the forest to his door," (a great truth) meant EGG-BEATERS also. LADD ALL-STEEL BEATERS are in EVERY STORE PAYING ATTENTION TO QUALITY. These BETTER BEATERS are the magnet; all these stores are the paths to us. The well-beaten paths outward from these stores LEAD TO DISCRIMINATING HOMES EVERYWHERE. Dealers should keep these paths busy by CONTINUALLY STOCKING LADD-ALL-STEEL BEATERS, the proverbial "BETTER mouse-trap." Substitutes grow grass upon these paths.

LADD ALL-STEEL BEATERS—3 sizes for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts., Removable Beaters.
SATURN REELS—2 finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—5 usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.

JOBBERS the world over and US.

United Royalties Corp.

1133 B'way, New York



CLOSE UP THE WINDOWS AND MAKE MORE MONEY

Just at the present moment there is a campaign on against the robber. Everywhere owners of factories, stores, etc., are putting up guards to keep out the thief.

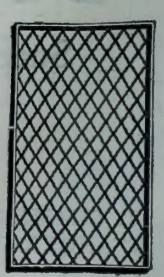
DENNISTEEL

Wire Window Guards
Are Greatly In Demand

There isn't a hardwareman who can't take an order for us for these guards for buildings in his district.
There is good profit for you if you act as our agent.
Write for particulars.

We Also Make

Wire Elevator Enclosures, Machinery Guards, Steel Lockers, Steel Cabinets, Steel Shelving, etc. Commercial Wirework of all kinds. General Builders' Ironwork. Ornamental Iron and Bronze. "Boca" Solid Steel Sash. Steel Lavatory Compartments, etc.



Write for folders

Halifax
Montreal
Ottawa
Winnipeg

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Calgary
Vancouver
Toronto
Hamilton
Windsor

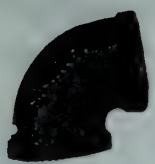
If interested tear out this page and place with letters to be answered.

CRANE

Heating and Plumbing Equipment

represent a product of superior quality in sizes and designs for every purpose, weight and thickness for every pressure, and eight centers of distribution throughout the country which facilitate the selection of reliable material for the small or large building with equal assurance of permanent satisfaction.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.



24

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, HAMILTON, VANCOUVER, LONDON,

Sales Offices:
QUEBEC, SHERBROOKE, ST. JOHN, VICTORIA.

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM, LEEDS, GLASGOW.

If interested tear out this page and place with letters to be answered.

We are helping you to sell more of our files by advertising that impresses on the file users the importance of replacing a file as soon as it gets the least bit dull.

This important point is kept prominently to the fore in our advertisements in consumer periodicals.

Reputation as the standard files, and consistent advertising, are continually increasing the demand for our five brands:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - - Ontario

Again The L. S. Starrett Company steadfastly, confidently facing the dawn of another year, acknowledges its obligation and renews its pledge to Industry.

Starrett Tools

42-269

SCREWS

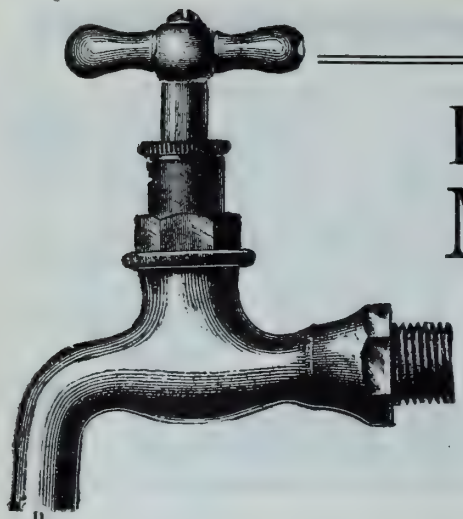
SCREW EYES, SCREW HOOKS

We manufacture all varieties of screws: Iron, Steel, Copper, Brass and Bronze, Wood and Machine Screws.

THE STEEL COMPANY OF CANADA LIMITED

Finished bright, polished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.

HAMILTON MONTREAL

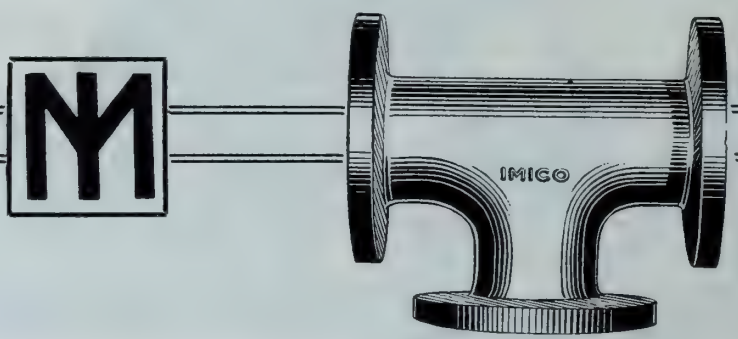


Plumbing Goods
MORRISON

We stock:—Iron Pipe, Lead Pipe, Cast Iron Soil Pipe and Fittings, Brass Tube ⅛ to 10 inch O.D., Brass Pipe (Iron Pipe Sizes), Copper Pipe (Iron Pipe Sizes), Brass Rod (Round and Hexagon), Copper Rod, Sheet Brass, Brass Wire.

We stock:—Brass and Copper Pipe, Iron Pipe Fittings, Brass Pipe Fittings, Pipe Fitters' Tools, Stocks and Dies, Pipe Wrenches, Pipe Cutters, Pipe Vises, Etc., Etc.

James Morrison Brass Mfg. Co.,
93-97 Adelaide St. W.,
Toronto



Quality, Service, Reasonable Prices

On I.M. Brand Pipe Fittings and the general run of malleable and grey iron castings for manufacturers of machinery, agricultural implements, automobiles and specialties.

Our cast iron fittings are made with iron of high tensile strength, properly proportioned, and correctly tapped. Our malleable fittings are made of Air Furnace Refined Iron, reamed and tapped to gauge, with perfect threads. We can supply both screwed and flange fittings, either black or galvanized.

International Malleable Iron Co.,
Limited

Guelph, Ontario, Canada.

Now Is The Time

for the Dealer to anticipate requirements in the Spring and Summer Athletic Goods Lines—Base Ball, Tennis and Golf Goods.

We are the largest manufacturers of high-grade Sporting Goods in the Dominion. When you buy Reach goods you are fully protected by the Trade-Mark and our Guarantee. Dealers who have not been handling Sporting Goods should advise us and give us the opportunity of putting you in touch with the nearest wholesale distributor. Our proposition will interest you.

For the convenience of the Dealer, Reach products are sold through the medium of wholesale distributors or jobbers. These distributors are ready to render their best service.

A. J. Reach Company of Canada, Limited
Brantford, Ontario

Remember the Slogan "Buy Goods Made in Canada"

Grinnell Uses Jenkins

THE GRINNELL PLANT, TORONTO, ONT.

The Grinnell Company, like other big manufacturing concerns, fully appreciate the importance of dependable valve equipment.

Hence it is that Jenkins Diamond Marked Valves have been installed in the big modern plant pictured here and are playing an important part every day in the production of the well-known Grinnell Sprinkler Systems.

FIG. 106

Jenkins Valves are made in types and sizes to meet all requirements. A stock will enable you to give every valve customer the right valve for any particular purpose.

Write for Catalogue No. 8

Jenkins Bros
LIMITED
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO WINNIPEG VANCOUVER
EUROPEAN BRANCH 6 GREAT QUEEN ST. KINGSWAY, LONDON W.C.2 ENG.
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

FIG. 300

If interested tear out this page and place with letters to be answered.

QuiKwerK TOOLS

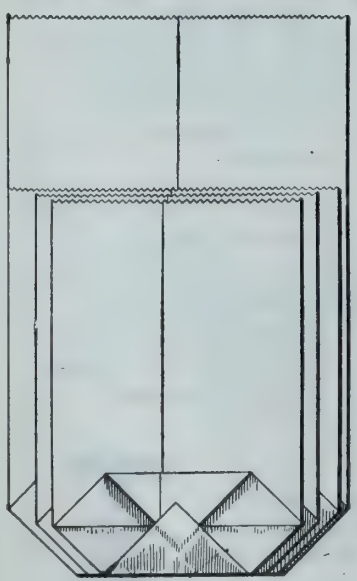
Blacksmith Vises

ONLY fine steel and fine workmanship could give Quikwerk Vises the reputation they have won. Each jaw forged from a separate billet. Leg, body and jaw forged in one piece, which means **strength.** Hand-cut, sure-to-hold gripping surfaces on the jaws. Sizes 30 to 200 pounds.

Ask your Jobber for Quikwerk Tools

The Warren Tool & Forge Co. 234 Griswold St. WARREN, O.

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.
OTTAWA - CANADA

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

If interested tear out this page and place with letters to be answered.

A New STANLEY BOLT

No. 381 Wrought Steel Surface Bolt

½ x ¼ inch half round steel rods.

⅞ inch throw.

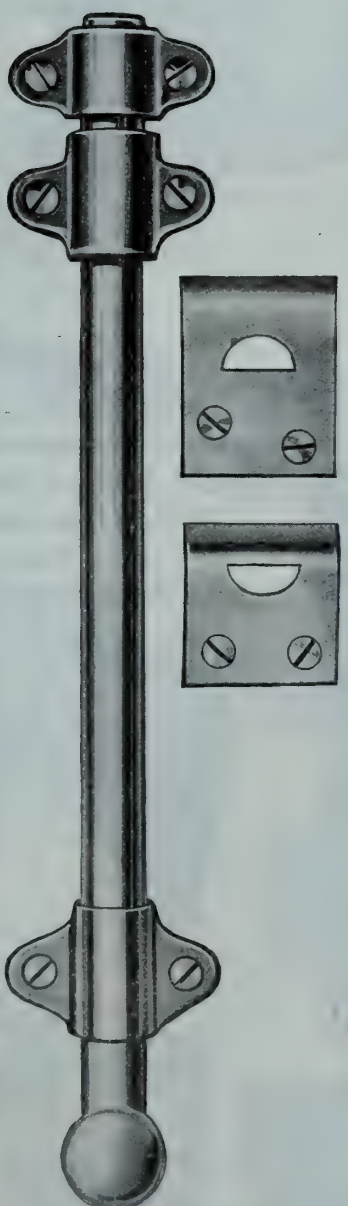
1-½ x 1 inch top and bottom guide staples.

Sizes: 6, 9, 12 and 18 inches.

All standard finishes

Packed one dozen in box with screws, and one strap staple, one No. 2 Universal Strike, one No. 3 Angle Strike and 3-4 x 6-inch oval head screws for guides and strap staple and 3-4 x 6 inch flat head screws for No. 2 and No. 3 staples.

NOTE: Refer to page 200 in our new general catalog of Wrought Hardware.



No. 381—⅓ of 9"

STANLEY S.W.

The Stanley Works

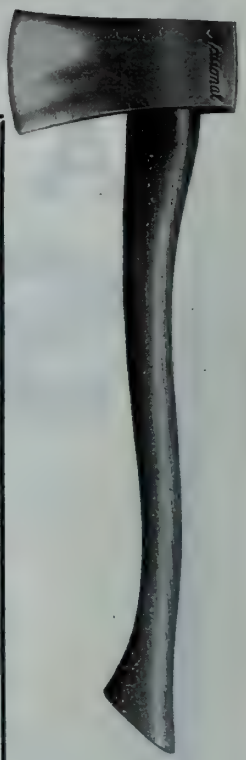
NEW BRITAIN, CONN.

New York Chicago San Francisco Los Angeles Seattle Atlanta

Manufacturers of Wrought Hardware and Carpenters' Tools

Canadian Representative:
A. MacFarlane & Co., Ltd.
Coristine Bldg., Montreal, Que., Canada

If interested tear out this page and place with letters to be answered.



NATIONAL

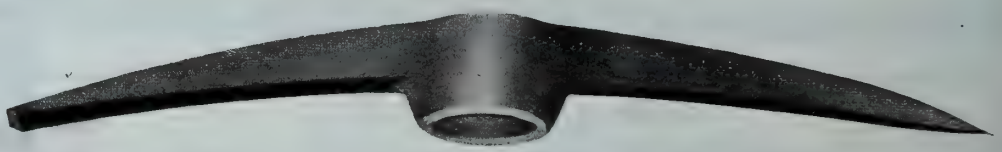
Guaranteed Axes and Tools

We make our own steel in our own vast plant covering 40 acres of ground! During the war we had one of the most extensive, best equipped and successfully operated munition plants in Canada.
We have devoted a year to perfecting the adaptation of this plant to the making of the best Canadian axes and tools. We are now ready to sell these.
Few, if any, axe and tool manufacturers in Canada have our expert tool-making facilities, tempering processes and tests, inspection or shipping facilities. Our special metallurgists and chemists, and our specially constructed forging, tempering and annealing furnaces, and chemical vats, assure you properly tempered tools. Making our own steel relieves us of the many handicaps existing where material has to be obtained in open market.

Ask for Catalogue No. 6 and supplements.

The National Farming Machinery Limited

Montmagny, Quebec, Canada



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"OilCup"

"Ratchet"

"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Marathon Enameled Ware

The New Ware - The Clean Ware

Kitchen utensils in a choice variety of designs and colorings. Suitable and pleasing to the eye of the modern housewife.

Dealers throughout the country are building business with this ware.

It has more than met our expectations, it has proved irresistible.

Its wonderful coloring — a beautiful mottled chocolate brown outside with lustrous white lining — attracts attention and makes sales.

The Thos Davidson Mfg Co Limited

Head Office: **Montreal**

Branches:

TORONTO - WINNIPEG - CALGARY - VANCOUVER

STEEL FOUNDRY DIVISION:
LACHINE CANAL, TURCOT

DAVIDSON

FITTINGS LIMITED

OSHAWA, CAN.

MANUFACTURERS OF

"DIAMOND" PIPE FITTINGS

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary. Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto. Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

The Cash Register Tinkles—

Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a

Maxwell

Food Chopper

There is the generous sales profit on an article in constant demand—plus customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

MAXWELLS LIMITED

St. Mary's, Ontario

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails.
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

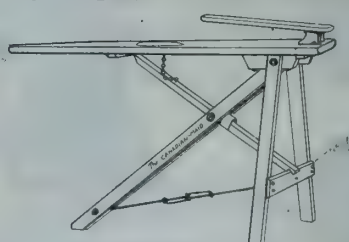
The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

EVERETT MFG. CO. LTD. — Everett's CANADIAN MAID WOODEN WARE PRODUCTS — SAULT STE. MARIE CANADA

The "Canadian Maid"



Patented Oct., 1920.

is the very latest thing in the way of an Ironing Table.

It is firm as a rock.

Weighs less than 18 lbs. but will support over a half ton.

Simple to operate and the most substantial Ironing Table made.

Folds up into about three inches of space.

Retails at $5.00 and $5.50 if equipped with Sleeve Board.

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Write today for prices and descriptive literature.

Everett Mfg. Company Limited

Head Office and Factory
Sault Ste. Marie, Ontario

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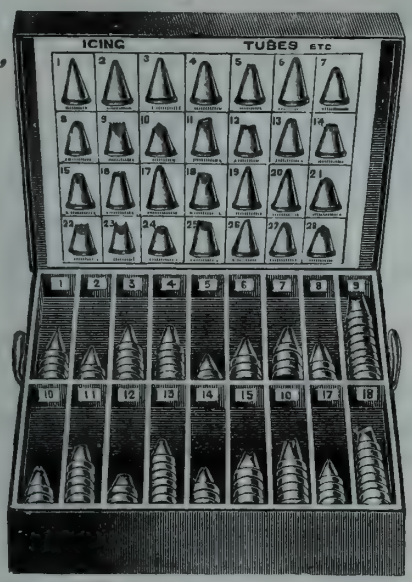

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ANCHOR WORKS

Birmingham England

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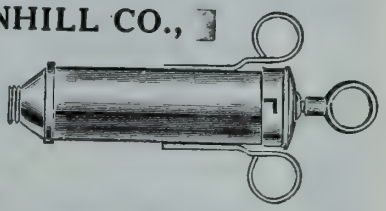
where a large range of samples with our up-to-date prices may be seen. Inspection invited.



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Best quality brass plunger, with machine made eye, taper end, flat rubber washer.

Our Motto is "Service"

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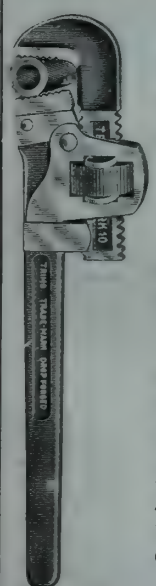

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The Trimo Nut Wrench
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The four good points that make Trimo Pipe Wrenches superior are the Spiral Spring always in place—Steel Frames that will not break—Nut Guards that protect adjustment nut—and the Inserted Jaw in handle that can be replaced when worn.

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An ornamental device for the convenient stocking and store display of fifteen sizes of Pot Covers in half inch sizes from 8 in. to 15 in.
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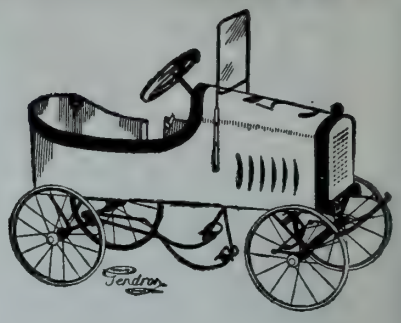

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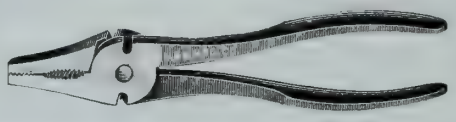
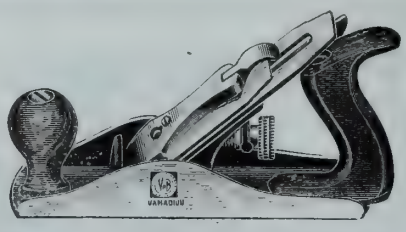
V. & B. tools comprise one of the most complete lines of carpenters' tools manufactured in the U.S.A. **Hammers, Braces, Planes, Screwdrivers, Cold Chisels, Machine Punches, Pliers, Pincers, Nippers, etc.**





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A business battle will take place in 1922. Competition will be keen. Consumers, even now, consider prices. It will pay to "Clear ship for action." Get your shelves clean! Leave no old high-prices stock to impede action in your store. Start new. A fresh, attractive stock, at attractive prices, will make 1922 a banner year. Let us quote you on your new stock.

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Shelf and Heavy Wholesale Hardware
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Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

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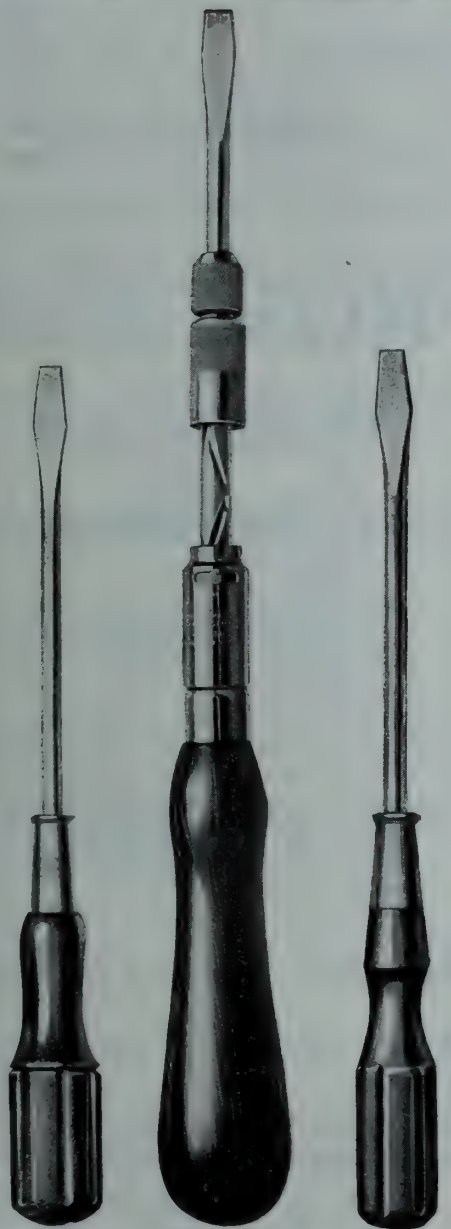
1500 GOOD TOOLS



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Strong and dependable Automatic Screwdrivers in several styles.
Ratchet Screwdrivers of simple but effective construction.
All kinds of high-grade Plain Screwdrivers.

Goodell-Pratt Company

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Greenfield - Mass., U.S.A.

It's like a third hand that applies the right amount of the right kind of flux at the right time

Why *a Kester Solder Sale Means a Succession of Repeat Orders*

Solder business grows fast when you sell a solder of which you can truthfully say, "all you need is this solder and heat—*no flux*." There is just one such solder—

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The drawing above tells the simple story of soldering without separate fluxing. The scientifically prepared acid flux is contained in small pockets located at the center of the genuine tin-and-lead wire. Just before the solder is melted the flux is released—result: exactly the right amount of flux at the right time, producing a hold-fast bond every time.

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Sold in one lb. cartons, and on one, five and ten lb. spools.

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City.....*State*.....

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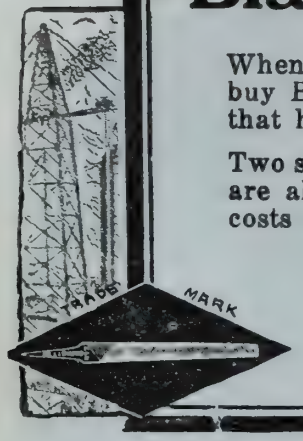
CANNED FOODS WEEK -- March 1-8, 1922
Don't Forget

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

JARDINE TOOLS

Tire Upsetter No. 5

This effective machine upsets tires up to 4 inches wide by one inch thick, and axles up to one and one-quarter inches. The jaws are faced with plates of crucible steel, having milled teeth, carefully tempered. Both upper jaws are operated by one lever, giving quick grip. This powerful machine is extra heavy and designed to stand the strain of upsetting the heaviest tires, up to four inches wide.

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A. B. Jardine & Co.

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HESPELER, ONT.

FROST KING

Weatherstrip

Saves High Priced Coal

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Frost King is not "just weatherstrip;" it is an efficient and reliable way to keep out the cold and conserve the warmth of the house. This desirable, quick-selling weatherstrip is made of felt that stops the wind and is extremely durable and neat.

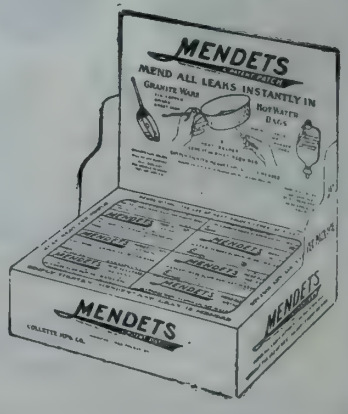
Remind Your Customers

Order from Your Jobber

MENDETS

A PATENT PATCH

Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.
The effective results given by Mendets have created an enormous natural demand. The easiest sales you ever made. Write your jobber.



Collette Mfg. Company, Collingwood, Ont.

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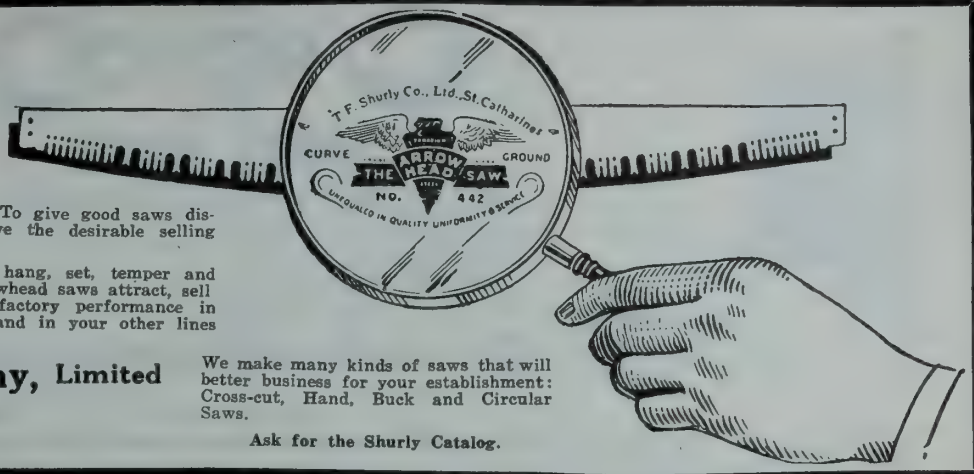
Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
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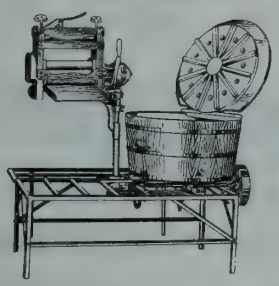
We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

How Many Housekeepers in Your District Need a Washing Machine?



Every woman is a prospect and if you have the agency for the

LIBERTY WASHER

ELECTRIC OR BELT DRIVE

you can make numerous sales at a good profit. The Liberty has every desirable feature, sells at a lower price than most others, and is big value. Write us for particulars.

A. R. Lundy, 257 King St. West TORONTO.

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Gasoline Tanks

For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.

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Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

Your money back if not satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
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CABLE
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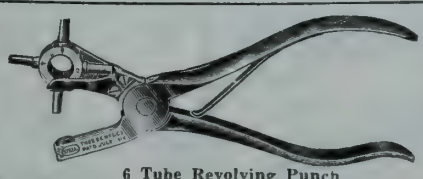
PLUMBERS
SAFETY
JACK
LADDER
UNIVERSAL
AA and XXXX

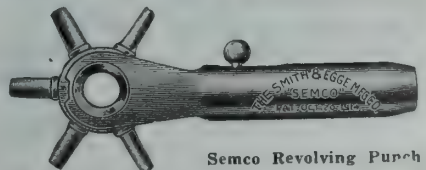
CHAINS



6 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

PUNCHES



Semco Revolving Punch

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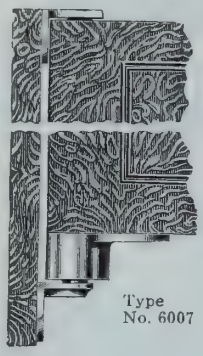
"ORIGINATORS OF SASH CHAIN"
BRIDGEPORT, CONN., U. S. A.



Type No. 6007

TRADE CSB CO MARK

TRADE CHICAGO MARK

SPRING HINGES

This type of hinge is for office gates. It is known as the Chicago "Sagless" Gate Spring Pivot Hinge.

It has Ball Bearings.

No matter if the gate is **heavy** or **wide**, it will swing it **easily**, without **sagging**.

The spring does not cary the weight of the gate and a very light tension is applied—a desirable feature on office gates.

Backed by a world-wide reputation.

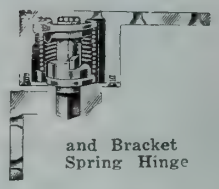
Chicago Spring Butt Company

CHICAGO NEW YORK

Send for Catalogue 36.

Top Pivot

Top Socket



and Bracket Spring Hinge

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CRESCENT GROUND CROSS-CUT

Simonds Canada Saw Co., Ltd.
"THE SAW MAKERS"

SAWS

Montreal, Que., St. John, N. B.
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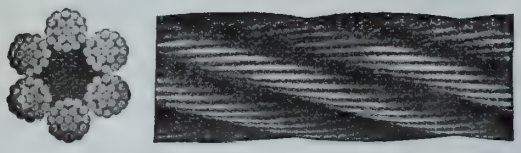
WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

OAKEY'S
"Wellington"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
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JOSEPH RODGERS & SONS
LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

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Watch for Our Ad Featuring

K-T Clothes Line Pulleys or Well Wheels

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Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

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LIMITED
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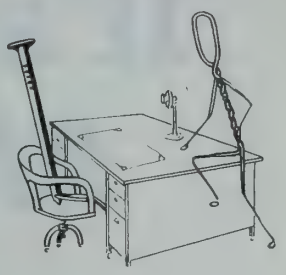
Laidlaw's Wire Boys

Their Chat No. 12



No Waste In Nails

"I was in a hardware store the other day, W.N., when the clerk opened a keg of nails that contained considerable waste material such as sweepings from around the machines. I was pleased to note that they were not Laidlaw nails. Laidlaw nails are made right, inspected, packaged and shipped right."

That's the reason, B.T., why the dealer suffers no loss from waste in his nail stock when he sells the Laidlaw product.

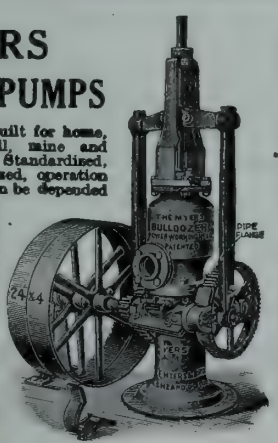
"Laidlaw Nails are all nails."

Laidlaw Bale Tie Co. Ltd.
Hamilton - - Canada

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND, OHIO

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You Can Get Quicker Shipments from London

We have received numerous letters from our customers, complimenting us on our service, and we would appreciate an opportunity to show you how quick we can supply your wants in

LONDON BAR IRON

Quality Service Price

are all combined to give satisfaction to you.

SEND YOUR ORDERS FOR BAR IRON TO

London Rolling Mill Co.
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Sales Agents:
Western Canada—
BISSETT & WEBB, LTD.
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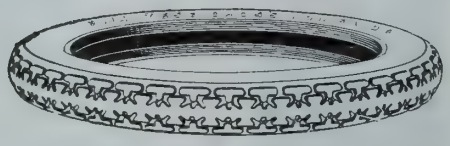
It's Going to Be A Great Year

Every smart business man is looking ahead with bright expectancy. 1922 means new energy and new possibilities. Business will reward every hardware man who fights for a bigger share of the commodity turnover in his district.

What to Sell? Why,

"GUTTA PERCHA" TIRES

OF COURSE



The hardware man is a first-class salesman, and the profit on a GOOD Tire is worth the effort. Throw in a little service and the Tire trade will walk right in to your store and make itself at home.

Let our Travellers Show You.

GUTTA PERCHA & RUBBER, LIMITED,

HEAD OFFICES AND FACTORY, TORONTO

Branches - In - All - Leading - Canadian - Cities

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. JANUARY 7, 1922 No. 1

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. L. Southall, Managing Editor.
B. C. Culley, Associate Editor.
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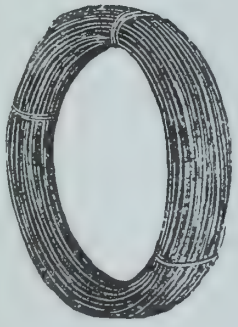

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV JANUARY 7, 1922 No. 1

Much Liquidation in Hardware Industry

Review of Recent Years' Trend of Hardware and Metal Production And Prices Shows That While This Industry Was One of The Most Recent to Reach its Peak, it Has Undergone Substantial Liquidation—Average Hardware Price Declined 25 Per Cent. In Nineteen Hundred and Twenty One.

THE YEAR which has just passed has marked an important step in the general readjustment of the hardware and metal industry from the boom period of the previous five years. Contrary to general opinion, this industry was one of the most recent to reach its high peak, and it has therefore been one of the last to undergo substantial readjustment. In fact it is held by some authorities that this industry has not yet been established on a sufficiently low price level to justify a return of normal trade. The recent course of readjustment in hardware and metals bears out the prediction made by a prominent economist, that those industries which were first to undergo liquidation would be the first to enjoy a return to healthy conditions with a fair volume of profitable trade, and vice versa. The hardware and metal industry has been one of the latter, but taking the year as a whole, substantial progress was made in liquidation of stocks, reduction of costs and lowering of prices.

A review of the course of hardware price movements indicates that the peak of prices was not reached until toward the end of 1920. Steady upward progress was made from 1914 until early in 1918 when a slight decline set in, followed by a somewhat stationary period. Then toward the end of 1919 the upward trend was resumed, reaching the peak in September 1920, since when the decline has brought hardware prices back to the equivalent of those prevailing toward the end of 1917.

A comparison of price movements on basic materials reveals much the same trend as that of manufactured products. Bar iron and bar steel for instance, continued fairly steady at from $2.00 to $2.20 from the beginning of 1914 until about the middle of 1915 when a slight depression set in, followed by a steady climb upward until about the middle of 1917 when prices remained stationary until the end of 1918 when the war was ended and prices took a drop back to 1916 levels of approximately $3.70. Toward the end of 1919 the upward trend was resumed and reached the peak of $5.30 toward the end of 1920. This high point was not held long when a rapid decline set in which has returned prices on these basic lines to a $3.00 level, the first time such a low point has been reached since April 1916.

THE ISSUE IN BRIEF

Hardware prices reached peak in September, 1920

Average hardware price rose from 90 in 1914 to 260 at the peak. Has now returned to 200.

Today's average price on hardware equivalent to that of latter part of 1917

Hardware went higher in proportion to farm produce and has declined more.

Paint prices are back to 1918 levels.

Many startling and valuable price arguments in this issue.

Bearing out this movement of prices on basic materials, manufactured hardware reflects a big variation in price. Fifty hardware lines show an average fluctuation as follows. Using 100 as a unit base, prices rose from 90 at the commencement of 1914 to 220 at the commencement of 1918. A slight reaction set in at the end of the war and prices declined to 205 at which they remained steady until near the end of 1919 when the ascent began which ended in prices reaching the unprecedented level of 260 in September 1920. Since that time a constant decline has been made which to date has returned prices to a level of 200, for the first time since 1917.

Much Liquidation

Hardware stocks in general seem to have been pretty well liquidated. Most manufacturers have followed the policy of reducing prices in line with reduced costs wherever possible, and while labor has declined very little and transportation costs are still high, some saving has been effected by the improvement of machine processes and increased efficiency on the part of labor. Recent production has been practically only for current requirements but in certain cases it is felt that some increased industrial activity providing for production for stock would be justified.

Wholesaler's stocks are noticeably light in some lines and about average in others. Western Canada wholesalers have suffered from the reduced buying power of the Western farmers and much averaging up of stocks has therefore been undertaken. Wholesalers report credit conditions as fair, except in the prairie provinces, though detraction of interest over the recent election has necessitated some extra prodding. In British Columbia a fair volume of trade is being done in hardware despite the continued lack of activity in lumbering, mining and fishing. Good fruit crops in the Okanagan have helped conditions there but in the northern part of the province the trade is slow in meeting commitments. Vancouver island represents a very satisfactory condition. On the whole retail hardware failures in Canada this year have been very light

(Continued on page 44)

Substantial Price Recessions In Hardware During Past Year

Remarkable Ratio of Decline in Quotations on Average General Hardware Evident in Recent Market Developments—Prices on Many Lines Have Literally "Come Down the Banister"—Drop of 25 Per Cent. Affords Convincing Price Arguments For Retail Merchants.

MARKET developments during ing the past twelve months provide the retail merchant with numerous convincing price arguments. In careful study of the various price tables and charts produced in this issue of Hardware & Metal, a number of exceptional market features are uncovered. A simple glance at the particular diagram shown on this page, clearly provides substantial evidence of the rapid and extensive recessions which have occurred in hardware prices generally.

During the year just ended, hardware quotations may be said to have "come down the banister" in a clear cut and determined manner. By following the price line on the the chart shown herewith, the downward tendency registers a 25 per cent drop, which is in itself a factor of considerable importance and constitutes a primary indication of existing basic market conditions.

Strong Downward Tendency

The method adopted in arriving at this conclusion will no doubt be of interest. Fifty staple hardware lines have been taken as foundation for the different charts, and the price variations prevailing are indicative of the current developments in the average hardware market. Quotations on these same commodities which were in effect on January 1, 1921, have been indicated on the diagram illustrated herewith by the index figure 100. The price average extending throughout the year has been followed week by week, with the result that the general tendency each month has been strongly in a downward direction.

While here and there an individual line may have assumed slight revisions of an upward nature also, such changes were merely evident on fluctuating markets and the collective trend has been to reach lower price levels, which represent well-liquidated stocks and more normal markets.

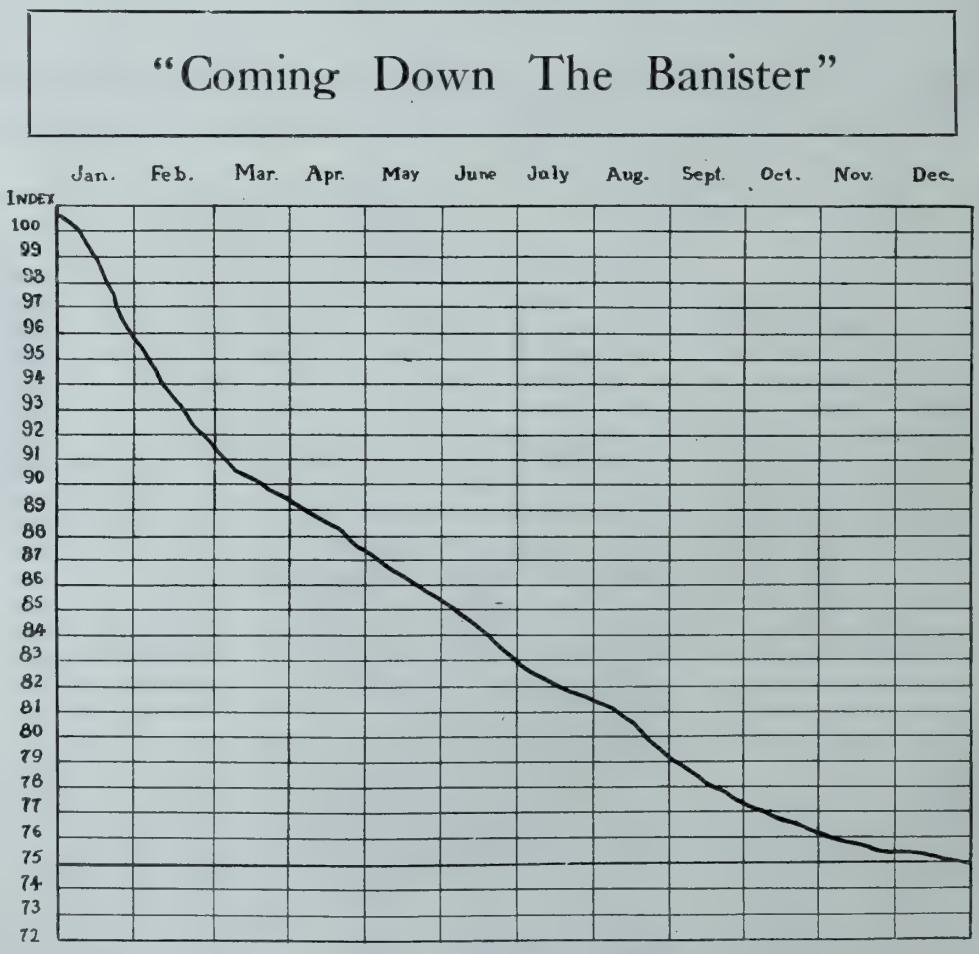
Record in Price Declines

Many hardware lines have undoubtedly registered a larger ratio of reduction than that depicted on this particular price chart. As stated above, this is representative of a given number of lines, and while serving as a useful average in comprehensive and accurate degree, at the same time it is not indicative of the actual price variations of each particular unit. It would be almost impossible to include in such price tables the many thousands of different lines on the hardware markets, and the staple goods chosen for this purpose supply a careful estimate of prevailing conditions generally.

Therefore the price reduction of 25 per cent which has occurred in the hardware markets during the recent twelve-month period, is perhaps a record in comparisons of this nature. Other trade fields may, or may not, have registered market changes to a similar extent, but such an extensive and representative drop in hardware quotations undoubtedly leads the way over other commodities back to pre-war standard values. And in computing the range of price concessions over a given period, the fact that hardware levels during the pinnacle of inflation did not attain the altitudes evident in many other circles, is a consideration of very great importance

The full significance of the recent reductions in hardware prices is perhaps on-

(Continued on page 32)



In compiling the above chart, the prices in effect on January 1, 1921, have been taken for the basis of computation, and are represented by the unit figure 100. At the close of the year quotations on the average had declined to the level of 75, which constitutes a reduction of approximately 25 per cent. This is a very substantial decline, and at the same time is an effective price argument available to the merchant.

Current Average Hardware Prices Equivalent To Those Of 1917

Many Lines Back to Pre-War Price Levels, But Others Still Show Increase Over Former Standards Which Brings Average Quotation Still Above 1914—Chart Depicts Price Developments During Last Eight Years in Accurate Manner

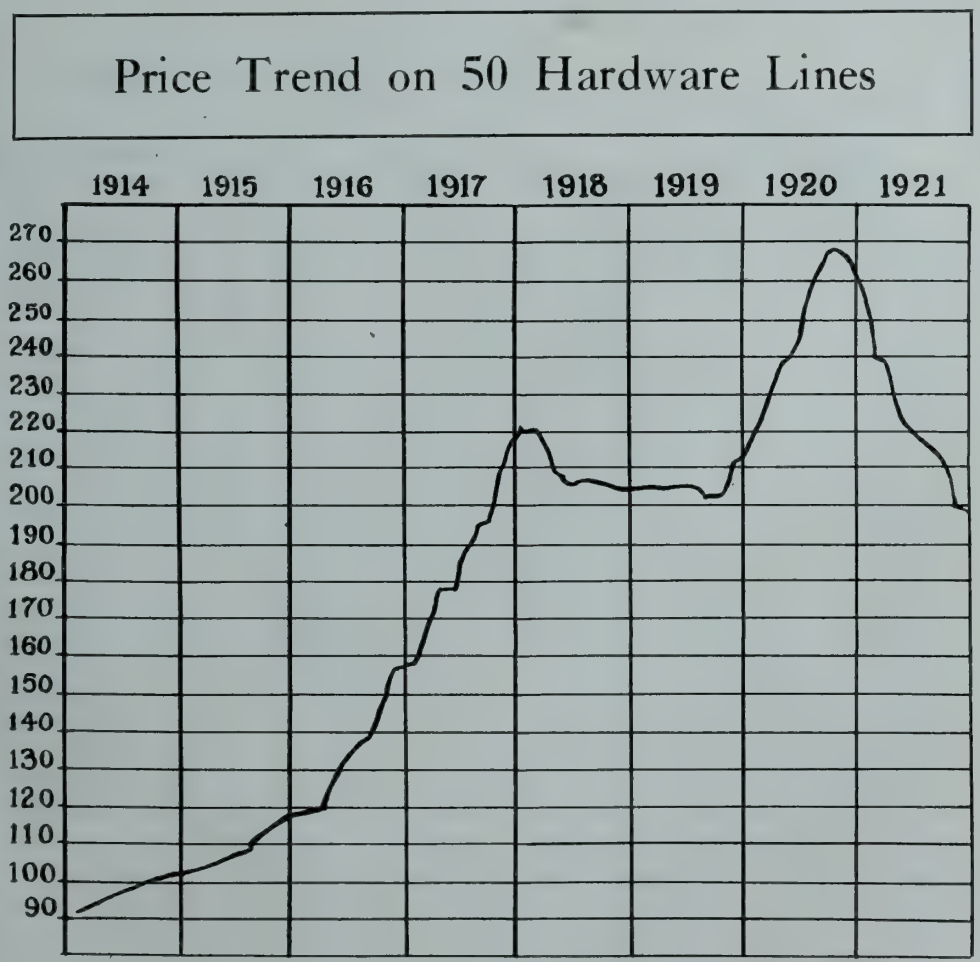
THE PRICE chart reproduced on this page, serves to illustrate the rise and fall of prices on hardware lines generally, during the last eight years. This period covers the inflation of war-times, and the still further rise in quotations which became evident for almost two years after the cessation of hostilities. Such a chart is an adequate reminder that the peak of high prices was attained in 1920, the highest level having been reached around the month of September of that year. Since then, hardware commodities have generally experienced a reduction in price when an average level is compounded over a given number of staple lines. In compiling this diagram, therefore, Hardware & Metal followed in detail the percentage basis of prices existing on fifty hardware items; thus ensuring a thoroughly comprehensive list, and at the same time giving an accurate indication of the price development which the trade in general has experienced.

Arguments of the Merchants

Such a chart also provides many decisive price arguments for the retail merchant. It will be noticed that the quotations which were in effect during the first week of August, 1914, supply the unit base, and are indicated by the figure 100. This index figure is used as the foundation in arriving at the varying percentage of fluctuations evident throughout the past eight years. In tracing the line over the years 1914-15 and 16, a gradual upward trend is noticed: a tendency becoming distinctly apparent during the latter part of 1916. This element of increase continued almost unabated—with but few spasmodic variations—throughout the entire year of 1917, to reach the high figure of 220. In 1918, there developed a slight recession, which continued only for a very short period. Prices then held on the average for more than a year beginning another climb during the closing months of 1919. This second flight was strongly in evidence throughout the greater part of the following year also; culminating in the peak of inflation around September 1920.

An active and continuous reaction then apparently set in, this decline having registered noticeable proportions during the past twelve months. The downward tendency has been practically uninterrupted, and of such marked degree, that prices in the hardware trade in general are now back to 1917 standards. In other words, the importance of this is more easily recognized by stating that in approximately one year, hardware quotations have gone back to the level which existed four years previously. The average price development took three years from 1917 to reach the pinnacle attained during the latter part of 1920; and have receded from that high point back to the 1917 level in the comparatively brief space of one year.

This does not indicate by any means that all hardware prices are still above pre-war standards. On the contrary, many goods are undoubtedly priced even below what they may have cost in 1914. Others again are almost back to where they were, and cannot conservatively sink lower at present under existing trade and manufacturing conditions. At the same time, there are some commodities yet remaining with prices higher than what they were seven or eight years ago; and it is the goods that are still costing more, which tend to elevate the average standard



The above diagram illustrates the percentage of fluctuation during the past eight years on fifty staple hardware lines. The list is thoroughly comprehensive, and the rise or fall gives an accurate indication of the price developments which the trade has experienced in general. The quotations prevailing in August, 1914, equal the unit index figure of 100.

Bar Iron Quotations

Variations in Base Prices on Bar Iron and Steel During Past Eight Years Offer Direct Gauge of Price Developments in General

IT HAS been claimed that the percentage of operation in the steel industry can generally be used as a barometer registering the healthy state, or otherwise, of business conditions. In a similar way, the base prices on bar iron and steel, can more or less accurately act as a direct gauge of price developments in general, thus giving to the careful observer a governing chart for the majority of other lines.

This is probably due to the fact that the consumption of iron and steel enters into the manufacture of a fairly representative proportion of hardware commodities, and the different fluctuations in the cost of this material, are usually reflected in the corresponding quotations on the finished products. Therefore, the chart covering the trend of base prices on bar iron and bar steel during the past eight years, 1914-1921 inclusive, constitutes a factor of vital importance and should prove of exceptional interest.

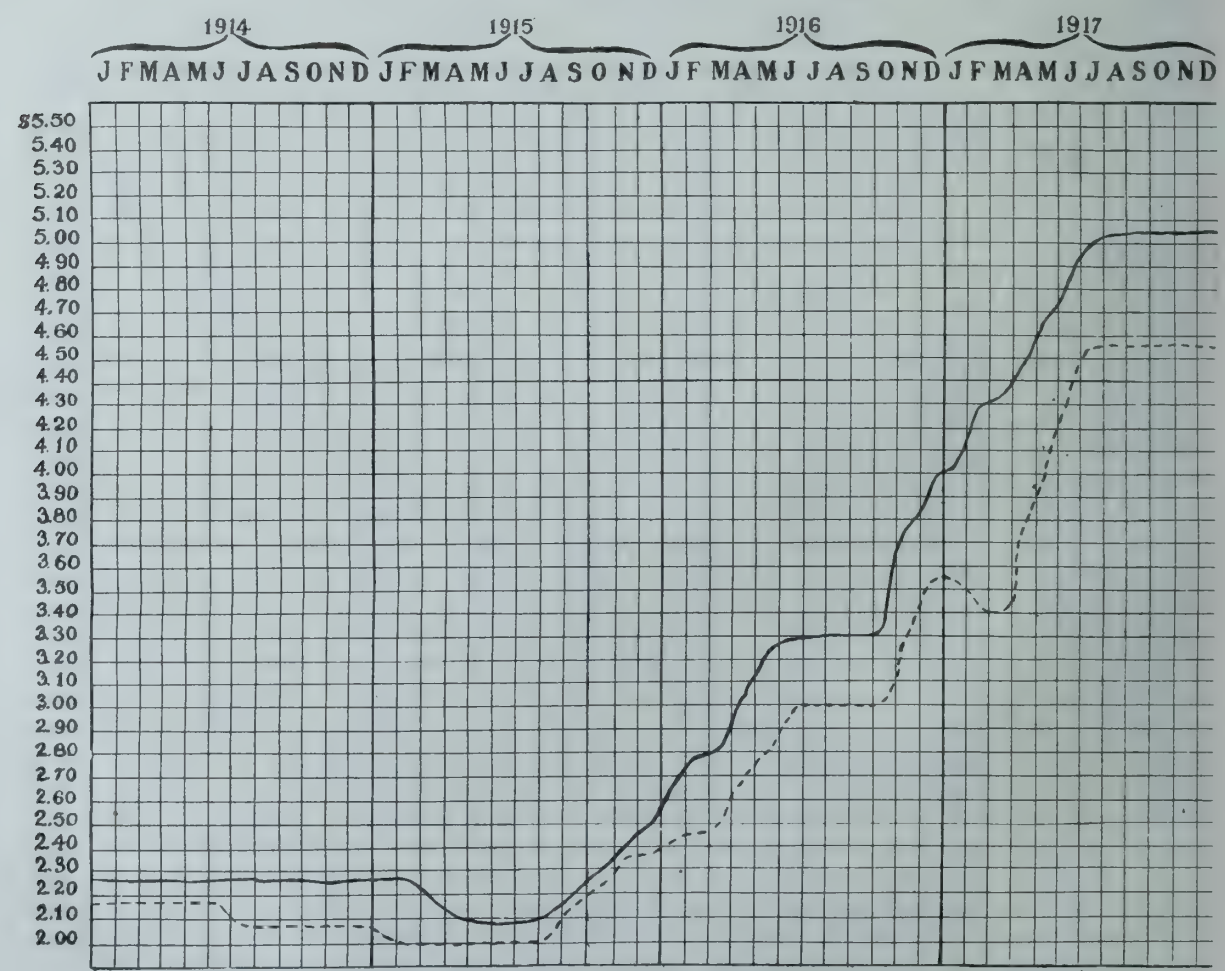
Accurate Business Barometer

Commencing with the year 1914, the state of the industry at that time is clearly observed by following the lines on the chart shown herewith. It is also noticeable that the outbreak of the war was followed by lower price levels during 1915; but commenced their upward climb during the latter half of that year. How this can be compared as a barometer measuring the stride of business conditions generally is here amplified, for the price reaction on bar products of this nature early in 1915 finds its parallel in the trade depression which followed the outbreak of the war.

Quotations on iron and steel products closely reflected the rise and fall evident in the basic markets; but in the case of manufactured goods, the ascension was preceded by rising costs in raw material. This upward tendency developed a strong movement throughout 1916 and 1917, practically without interruption. A slight halt is noted, but no recessions for the next three years. From around August, 1917, until the end of the following year, these quotations then remained almost stationary at unprecedented levels in the history of the industry.

This situation took a sudden change commencing with the year 1919; for the armistice announcement was followed by the discovery of huge production capacity being faced with the acute realization of immense war stocks, and the sudden cancellation of many contracts. The summer of 1919 was evidently spent in recovering from this condition; and this is another occasion where comparison with other price charts covering manufactured goods will afford interesting study. Another table inserted in this issue depicting the quotations during the last eight years effective on a number of staple hardware lines, reveals no such corresponding drop. A recession in the re-sale costs of a few commodities, brought about a temporary halt; but the general trend was practically unchanged.

Trend of Base Prices on Bar Iron



In the above table the spaced line represents the rise and fall of primary base prices in Canada on bar iron; the continued line indicates the fluctuations in quotations on bar steel.

Act as Price Barometer

Quotations on Many Finished Steel Products Reflect Rise and Fall in Basic Market Prices—Marked Decline Registered During Past Year

Under these circumstances, bar iron and steel prices naturally recorded a reaction. With the activity of re-construction programs, and the anticipation of renewed intensive industrial development, quotations again commenced to soar. As a result of this, the chart illustrates the fact that at the end of 1920, both bar iron and steel prices reached a higher altitude than was attained under the stimulus of war-time activity.

But one of the most pertinent phases is marked by the chart-line for 1921. During the past year, a most intensive and practically continuous decline has been measured, which brings these base prices well down to 1916 levels. This may be looked upon as a record recession and again runs true to form in being fully indicative of similar reductions apparent in finished hardware.

Therefore, it is readily seen that base prices on bar iron and steel have comparatively little further to go, before again reaching the low values of 1914. In this respect, it is generally admitted that the general advent of pre-war prices is prevented—at least temporarily—by prevailing freight rate levels, and similar production costs. In the steel industry, however, transportation charges assume an unusual degree of importance owing to the fact that some five tons of raw materials are required to be transported for the production of one ton of steel. Freight rates on an average are still 25 per cent.higher than in August, 1920; and still show considerable inflation from the 1914 levels.

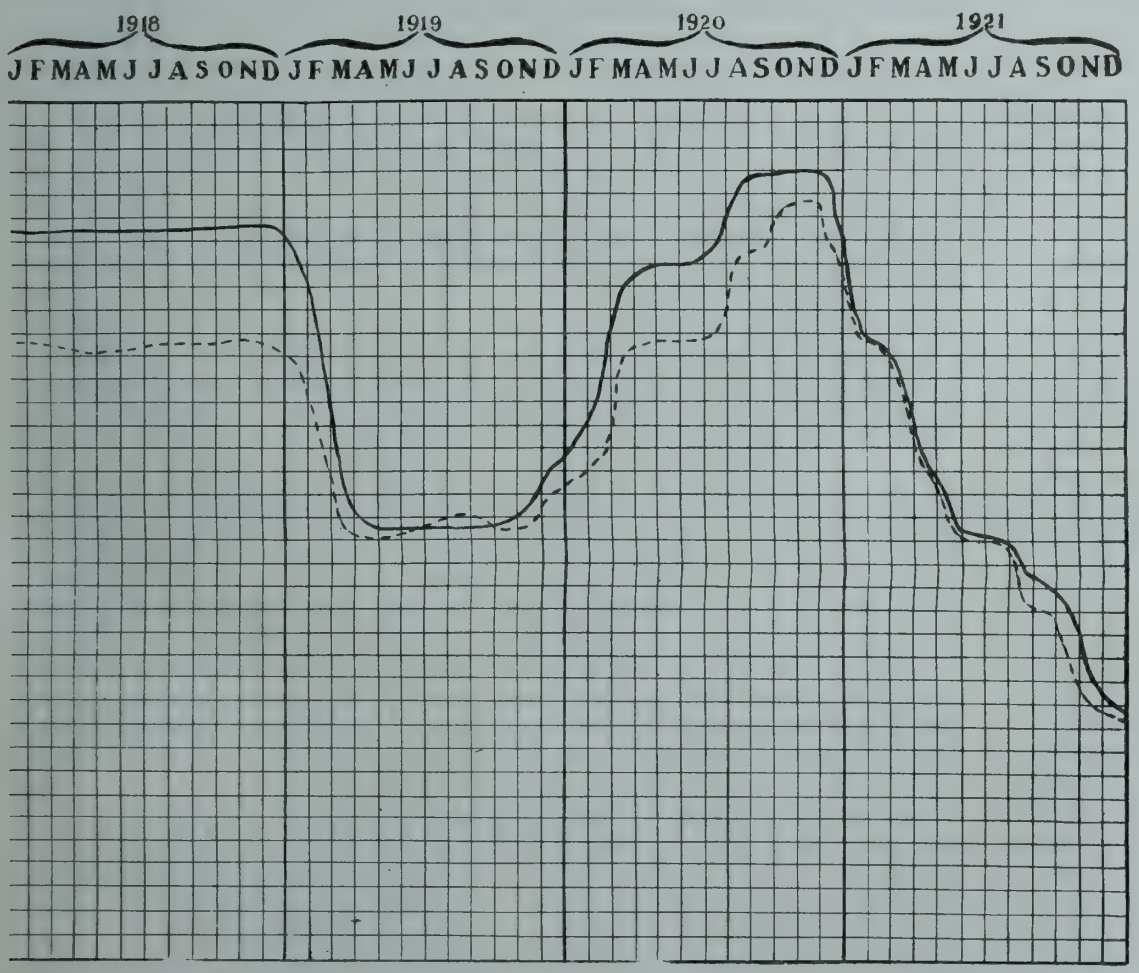
It has been intimated as a special feature in the use of illustrated charts depicting the trend of prices, that they serve a double purpose in the field which they represent. One factor is their simplicity, and the clearness with which rise and fall of prices during the past few years is registered, far more concisely than any table of figures could show. Another attribute is the effect which such charts record in general, and the direct object lesson which their contents provide.

Charts Afford Price Guide

The details necessitated in compiling such records frequently lead to interesting developments and to the uncovering of vital facts pertaining to market records; which not only provide fascinating recollections, but can be utilized as the basis for future action and guidance. Thus it is that a chart covering the trend of bar iron and steel base prices which have prevailed on Canadian markets during the past eight years indicates in a startling manner the fluctuations which recent seasons have witnessed in trade circles generally.

Reference to other similar price charts appearing in this issue will provide the comparisons between such materials as bar iron, and general hardware lines including many manufactured articles. One most important feature is found in the fact that the decline during the past year is almost identical in each case.

and Steel During Past Eight Years



Prices in effect during August, 1914, equal the u nit figure of 100. The changes since that date can be easily traced. The marked recession occur ing during 1921 is of particular interest.

Big Decline in Hardware Prices

During 1921 Quotations on Many Lines of Hardware Literally "Came Down the Banister"—Ratio of Reduction for Entire Year on Fifty Staple Lines Was 25 Per Cent., With Many Goods Having Registered Even More Substantial Declines.

Read In Conjunction With Table on Opposite Page

HARDWARE merchants in general will doubtless recollect a slogan which was very widely advertised some twelve or fifteen months ago to the effect that "prices went up a step at a time; they can't come down the banister."

It is self-evident however from the various charts and price tables prepared by Hardware and Metal, that the gradual rise in quotations on hardware commodities was spread over a period of several years, which embraced the actual duration of the great war and also the two succeeding years. It has also being illustrated in previous articles on this subject, that the peak of high prices was generally attained towards the latter end of 1920. That is, some two years after the cessation of hostilities, and not during the conflict itself. Various reasons and causes have contributed to this effect; but what is of more vital importance at the present time is the startling ration for decline in hardware prices which have been evident during the past year.

Price Reductions Substantial

In many respects, 1921 has proven to be a season of unique events and experiences in practically all phases of the hardware industry; but one of the outstanding features is the manner in which price recessions have upset the "dope" in the matter of sudden and substantial reductions—in several instances repeated more than once—so that hardware quotations have technically "come down the bannister," a thing many times previously declared to be almost impossible.

On the opposite page is reproduced a table showing the relative drop in prices during 1921 on fifty staple hardware lines. Such a comparison provides a series of pertinent facts, and when carefully studied, numerous interesting features are revealed. This computation of the average price in effect during each month of the year, is also absolutely conclusive proof of the unprecedented manner in which hardware prices have been reduced. The data contained in a table of this description should supply convincing testimony to both retailers and the general public, that prices have eased considerably, and are now nowhere near the high levels which were the result of war-time contingences.

A Series of Reductions

The extent of price recessions in hardware during 1921, has been of a drastic nature, and fully as pronounced as in any other line of trade. The movement became evident to discerning students at the end of 1920, but steadily gathered momentum with each succeeding month of the following year, until prices have been dropping on every side. A series of announcements from both manufacturers and distributors have followed one another in rapid succession, until 1921 contained a larger percentage of price developments and market changes generally, than any other similar period in hardware history.

Leads in Price Recession

Commencing at the high level attained some fourteen or fifteen months ago, the downward slide in price registered a more or less continuous trend, month by month, and also provided an element of the keenest importance throughout the entire season. This tendency to reduce to the limit of available liquidation, was undoubtedly resisted for a short time in certain quarters; while other declines were put in effect with evident reluctance. Some market changes, especially where subsequent reductions were involved, had materialized only after trade conditions practically forced easier prices. However, the total percentage of reduction occurring during 1921, is without precedent, and constitutes a worthy argument in rebuttal of the charges which have appeared at certain times that hardware commodities have failed to show reductions corresponding to the same extent as quotations in other commercial circles. The facts as they now appear fully indicate that prices on hardware have taken the lead in the matter of recession, and are not waiting upon developments in other trades, nor interested in merely declining in the same proportion. Prices on hardware have dropped according to the necessities and environments in its own particular sphere, and in conjunction with the comparative developments on basic commodities in the primary markets.

Such criticism levelled at certain intervals against the hardware trade, can be adequately refuted by reference to illustrative charts which clearly show the comparative prices. The table for 1921 reproduced in connection with this article, can be diretly used to this end; and such is the purpose for which Hardware and Metal has compiled the various other diagrams appearing in this issue.

SUBSTANTIAL PRICE REVISIONS

(Continued from page 28)

ly fully realized by a simple analysis of the laws governing percentage. The phrase that "what goes up must eventually come down," has been frequently repeated. And the chart lines often tend to substantiate such a contention. However, the true extent of a twenty-five per cent. reduction is found in the comparison of percentages of rise and fall. Take for examble, an article which at pre-war values was priced at one dollar. Assuming that a fifty per cent. increase was recorded during the period of general inflation, such a revision gives a quotation of $1.50. This high level therefore, is 50% above 1914 standards. But the price has only to recede one-third, or 33 1-3 per cent., in order to drop to its previous mark. And in studying market declines from this viewpoint, the range of a 25 per cent. decrease appears somewhat magnified. For it undoubtedly represents a greater amount, than the same percentage figure increase.

In this connection, an alternative price example serves to illustrate the matter more clearly. With a general margin of cost of $16.00, a 25 per cent. rise shows a quotation of $20.00. Should this higher level record a similar 25 per cent decline, the resultant price is $15.-00, which is lower than the original cost. This is, of course, a very simple matter, and one that contains no attribute of originality. However, it is well to bear in mind such factors in making price comparisons.

MONTREAL MOTOR SHOW

The annual Montreal Motor Show will be held in the Motordrome, Sherbrooke & St. Denis Sts., from February 25th to March 4th. Applications for display space are coming in in very satisfactory numbers, and the show promises to be one of the biggest yet held.

Table Showing Relative Drop in Prices During 1921.

Staple lines Unit	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Axes (single bit), doz.	19.50	19.50	19.25	19.25	19.25	19.00	18.75	18.75	18.00	18.00	18.00	18.00
Brass, sheet, lb.	.32	.31	.30	.29	.29	.27	.27	.27	.26	.24	.23	.24
Boards, wash, doz.	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	7.15	6.45	5.80	5.80
Boilers, range (30-gal. std.), each	15.00	13.00	13.00	13.00	12.50	9.00	8.75	8.75	8.25	8.75	9.25	8.75
Canada Plate, ordinary 52's, case	13.00	11.00	11.00	11.00	9.75	8.50	8.00	8.00	5.90	5.60	5.60	5.35
Cement, Portland, barrel	4.50	4.50	4.30	4.30	4.30	4.30	4.30	4.05	4.05	4.00	4.00	3.70
Chain, coil (½ in.), cwt.	13.15	13.15	12.75	12.75	12.75	12.75	12.75	12.75	12.75	12.75	12.75	12.75
Cord, sash (base), lb.	.68	.68	.57	.50	.50	.50	.50	.50	.55	.57	.57	.57
Crow Bars, cwt.	11.00	10.75	10.75	11.00	10.75	10.25	9.50	9.50	9.00	8.75	8.50	8.50
Grindstones (under 50 lb.), each	5.00	5.00	5.00	4.25	4.25	4.25	4.25	4.25	4.25	4.25	4.50	4.50
Hammers, sledge, doz.	20.00	20.00	20.00	16.00	16.00	16.00	16.00	16.00	16.00	14.40	14.40	14.40
Hinges, strap (4 in.), doz. pr.	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95	1.95
Iron Bars (base), cwt.	4.75	4.50	4.25	4.25	4.00	3.75	3.75	3.50	3.25	3.00	2.90	2.90
Irons, sad (polished), set	2.45	2.45	2.45	2.18	2.18	2.18	2.18	2.18	2.12	2.12	1.90	1.90
Lawn Hose (½ in.), ft.	.21	.19	.19	.19	.19	.19	.19	.19	.19	.16	.16	.13¼
Lanterns (hand), doz.	15.00	15.00	15.00	15.00	15.00	15.00	12.00	12.00	12.00	12.00	12.00	12.00
Lantern Globes (cold blast), doz.	1.85	1.85	1.85	1.85	1.65	1.65	1.65	1.65	1.65	1.35	1.35	1.35
Metals, copper, ingot, lb.	.19	.19	.19	.18	.18	.18	.17½	17½	.17½	.17	.17	.17½
Metals, tin, ingot, lb.	.45	.43	.40	.38	.38	.38	.37	.37	.36	.35	.35	.37
Metals, lead, ingot, lb.	.07	.07	.06	.06	.06¼	.06½	.06¾	.06¾	.06¾	.06½	.06½	.06½
Metals, spelter, ingot, lb.	.07¾	.07¼	.07	.07¼	.07¼	.07¼	.07	.07	.07	.07	.07	.07
Metals, antimony, ingot, lb.	.09	.09	.09	.09	.09	.09	.09	.09	.09	.09	.09	.09
Metals, aluminum, ingot, lb.	.38	.36	.35	.30	.30	.30	.29	.29	.29	.28	.28	.27
Machines, washing (hand), each	10.20	10.20	9.56	9.56	9.56	9.56	9.56	8.92	8.92	8.75	8.75	8.75
Nails, wire (base), cwt.	6.25	5.75	5.25	5.10	4.65	4.55	4.55	4.30	4.15	4.00	4.25	3.90
Nails, cut (base), cwt.	7.35	7.15	6.20	6.20	5.60	5.45	5.45	5.20	4.85	4.85	4.85	4.35
Gasoline, gal.	.42	.42	.38	.38	.36	.34	.32	.33	.31	.32½	.32½	.32½
Coal Oil, gal.	.28	.28	.27	.27	.23	.20½	.19½	.18½	.17½	.18½	.21	.21
Oakum, plumbers', cwt.	9.50	9.15	8.00	8.00	7.50	7.50	7.50	7.50	7.50	7.50	7.50	7.00
Paper, dry, No. 1, roll	1.85	1.65	1.65	1.45	1.45	1.45	1.35	1.35	1.35	1.35	1.25	1.25
Fibre, tarred, No. 1, roll	1.95	1.70	1.70	1.55	1.55	1.55	1.45	1.45	1.45	1.45	1.35	1.35
Felt, tarred, cwt.	5.55	5.35	5.35	5.35	5.35	5.35	4.85	4.85	4.15	4.00	3.45	3.45
Picks, clay (7 lb.), doz.	13.75	13.50	13.00	13.00	13.00	12.75	12.00	11.00	11.00	10.25	10.25	10.25
Pipe, galv. (1 in.), 100 ft.	16.07	16.07	15.39	15.39	13.69	13.69	12.92	12.92	12.92	11.90	11.90	11.05
Pipe, lead, lb.	.14½	.13½	12½	.12½	.12½	.12½	.12½	.12½	.12½	.12½	.12½	.12½
Roofing (2 ply), roll	2.85	2.50	2.50	2.50	2.50	2.18	2.18	1.93	1.93	1.93	1.93	1.93
Rope, pure manilla, lb.	.29½	.26	.24½	.24½	.24½	.24½	.23	.23	.23	.23	.23	.23
Rope, cotton, lb.	.57	.57	.50	.37	.37	.37	.37	.37	.45	.45	.45	.45
Sheets, corrugated, cwt.	12.00	10.50	9.50	9.50	9.50	8.50	8.50	7.55	7.55	7.00	6.50	6.50
Solder, bar, lb.	.27	.27	.26	.24	.24	.24	.23	.22	.22	.22	.22	.23½
Sheets, black, cwt.	9.15	8.65	7.50	7.00	6.50	6.50	5.75	5.75	5.25	5.00	5.00	4.75
Sash weights, cwt.	5.50	5.00	5.00	5.00	4.50	4.50	4.00	3.50	3.00	2.50	3.00	3.00
Steel wire, base, cwt.	6.00	5.50	5.00	5.00	5.00	4.65	4.30	4.30	4.30	4.30	4.30	3.80
Steel wire cloth, 100 sq. ft.	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.50	3.00	3.00
Clothes wringers, doz.	84.00	76.00	73.50	73.50	73.50	73.50	73.50	73.50	73.50	73.50	73.50	73.50
White lead in oil, cwt.	18.20	16.95	14.95	14.95	14.95	14.95	14,95	14.95	13.20	13.20	13.20	13.20
Linseed oil (in bbls.)	1.17	1.00	.95	.87	.77	.95	.95	.97	.92	.90	.87	.82
Turpentine (in bbls.)	1.55	1.20	.95	.95	1,10	1,15	.98	.95	1.10	1.15	1.20	1.15
Mixed paints, colors, gal.	4.80	4.80	4.10	4.10	4,10	4.10	4.10	4.10	3.60	3.60	3.60	3.60
Putty Std. (in drums), cwt.	8.05	8,05	7.05	7,05	7.05	7,05	7.05	7.05	6.20	6.20	6.20	6.20

The fifty staple hardware lines listed above, form a more or less accurate basis for comparatively average quotations in effect from the beginning of the year until the close. Incidentally, the substantial drop in many lines during these few months, adequately illustrates the rapidity of the decline and ratio of present prices, with the levels prevailing one year ago.

Pre-War, High Level and Existing Hardware Prices Compared

Big Decline From High Levels Recorded During Recent Years—Average Quotation is Still Above Pre-War Values—Prices Compare Favorably With 1914 Standards

HOW MUCH have hardware prices dropped? Are they back to pre-war levels, and if not, just how do they compare?

Undoubtedly a large number of prices covering various hardware lines have registered extensive reductions during the past few months, which have placed such commodities within reaching distance of 1914 values. However, only a list of actual prices can supply this information in concrete form. Such a table is contained herewith, compiled from Hardware and Metal market records.

In view of existing trade conditions, coupled with the prevailing high freight rates and the still inflated wage scale, it is not generally considered a fair comparison to look toward the 1914 price levels as indicative of how much higher the current values are, without also bearing in mind the altered circumstances which marketing commerce and trade enterprise have experienced.

Most Substantial Reduction

A more accurate and dependable judgment of the existing price trend in the hardware industry is found in the wide gulf between the inflated standards of 1918-20, and the present quotations. This viewpoint uncovers a most substantial ratio of reduction, which, both on the general average and also when applied to individual lines, can stand excellent comparison with other branches of trade. Liquidation in hardware, therefore, is clearly depicted in the table giving "prices at a glance" reproduced on this page.

A number of lines, comprising 25 in all, were chosen from Hardware and Metal market quotation pages as representative of basic goods in general. The prices in effect at the outbreak of the war in August, 1914, undoubtedly represent the average values at that time. The approximate high level quotations are then compared, thus showing plainly what degree of inflation has been evident during past years. It will be noted, however, that the price peak was not attained simultaneously, but was spread over the space of two years on the various commodities. That is why no set date could be given which would be applicable to all items listed as to just when quotations reached the high-water mark.

Ready Reference Summary

In order to make these comparisons complete, the average price levels in effect at the end of December, 1921, are also ranged alongside, thus supplying yet another illustration of the brisk decline apparent in hardware quotations generally.

A summary of this information is given for ready reference. Applying the index figure of 100 to the quotations of Aug. 1914, it is observed that the upward movement is attained a mark of 291. This, of course, represents the average rise. What is of greater importance, however, is the figure representing the prevailing price average, which is only 172. The true extent of this decrease can be realized more rapidly when the summary is supplied in the following form:

Aug. 1914.	High Level.	Present Price.
100	291	172

In other words, the lines listed in the table referred to, advanced on the average 191 per cent. Since then they have receded to an extent covered by the figure of 119, and are now just approximately 72 per cent. higher than prior to the outbreak of the war.

EXPORT CLUB TO BANQUET

Montreal.—Plans are being made by the Export Club of Montreal and district to inaugurate the club with a banquet to be held on the evening of January 12. Several meetings of the committee in charge of the arrangements have been held, and it is expected that the Dominion Government as well as the Provincial Government will be represented.

CATALOGS WANTED

Chas. McFarland, hardware merchant, Long Branch, Ont., wants catalogs on builders' and general hardware.

Prices At A Glance

	Unit	August, 1914	High level	Present price
Brass sheets	lb.	$0.26	$ 0.60	$ 0.24
Range boilers (30-gal. std.)	each	5.00	15.00	8.75
Garden hose (½-in. corr.)	ft.	0.13½	0.23	0.13¼
Strap hinges (4 in.)	doz. pr.	1.14	2.70	1.95
Bar iron (base)	cwt.	2.05	5.15	2.90
Bar steel (base)	cwt.	2.25	5.30	3.00
Ingot tin	lb.	0.34	1.30	0.39
Paper, dry (No. 1)	roll	0.95	1.65	1.25
Rope, pure manilla (base)	lb.	0.15	0.39	0.23
Bar solder (strictly)	lb.	0.27	0.60	0.24½
Screen wire cloth	100 sq. ft.	1.55	3.60	3.00
Gasoline	gal.	0.18½	0.40	0.32½
Coal oil	gal.	0.15½	0.29½	0.21
Turpentine (in bbls.)	gal.	0.70	2.65	1.15
Linseed oil, raw (bbls.)	gal.	0.66	3.30	0.82
Ready mixed paint (colors)	gal.	2.00	5.30	3.60
Sash weights (solid)	cwt.	1.50	5.10	3.00
Steel wire (bright base)	cwt.	2.30	6.50	4.30
Black sheets (28 ga.)	cwt.	2.70	10.50	4.50
Corrugated sheets (28 ga.)	cwt.	4.00	12.00	6.50
Cotton rope (base)	lb.	0.24	0.92½	0.45
Galv. pipe (1 in.)	100 ft.	6.03	17.77	11.05
Tarred felt	cwt.	2.10	5.70	3.45
Plumbers' oakum	cwt.	3.50	10.00	7.00
Lead pipe	lb.	0.07½	0.19	0.12

The above list is self-explanatory, and supplies in a clear-cut and comprehensive manner the information which many merchants have been seeking. It indicates the location of current prices compared with both their pre-war levels and high standards reached in past seasons. The twenty-five lines mentioned in this table are generally indicative of the average price trend in the hardware trade and therefore the comparison is representative.

Strong Price Argument for Rural Hardware Merchants

Hardware Prices Show Favorably When Compared With Field Crops—Hardware Went Much Higher Than Farm Produce and Has Declined More

IN A LETTER recently received from a subscriber to Hardware and Metal it was suggested that a comparison should be made between hardware prices and the average quotations on farm produce. The object of such an illustration is immediately apparent, for the retail merchant in agricultural districts throughout the country has been faced during the last two years with the "price argument" of farmer-customers.

The main contention of the farmer has been that prices on his products have now receded from the inflation of war-times, whereas average costs of hardware are still high. That there have been some grounds for these assertions in certain quarters, is not denied; but such statements are not irrefutable as indicated by a comprehensive survey of the whole situation.

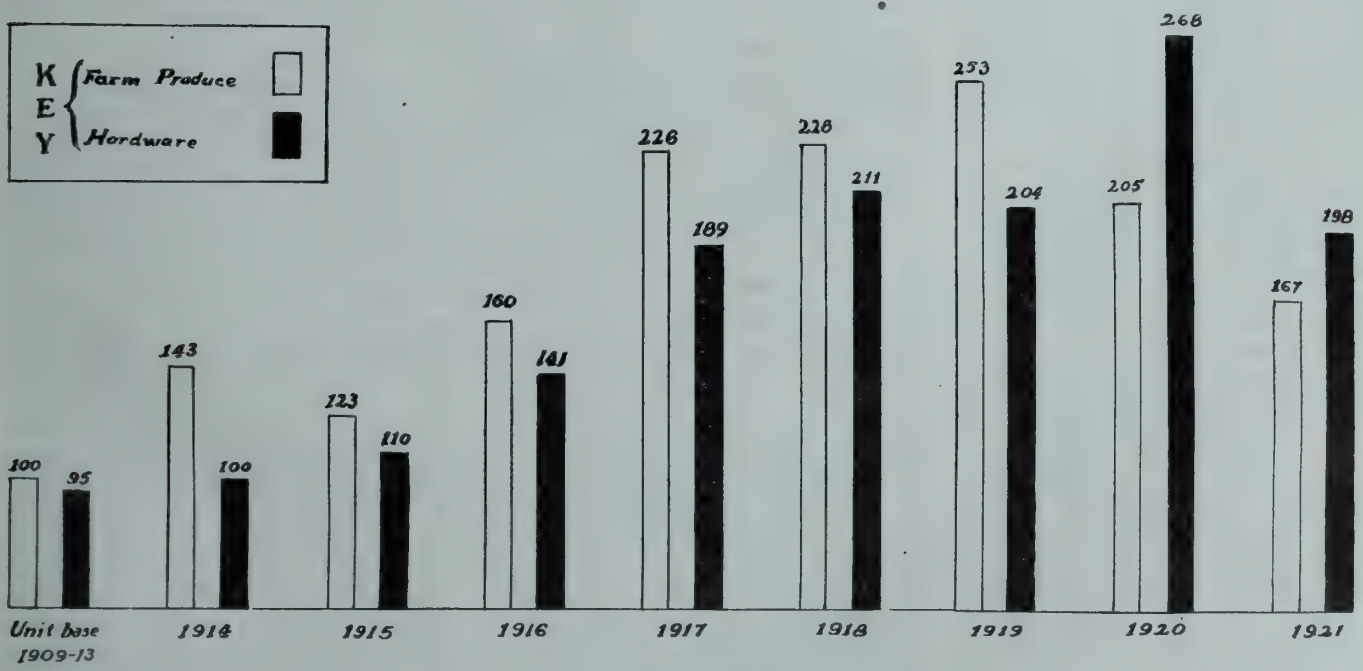
Those who desire to do so, may legitimately meet the farmers' price arguments on a sound basis by referring to the column chart reproduced on this page. This was compiled by Hardware and Metal with accurate figures. The averages covering hardware were taken from prices on fifty individual lines, and are therefore fully representative of the general trend of quotations in the trade. The actual prices were tabulated from file copies of Hardware and Metal weekly reports, and can thus be verified especially as regards the relation of rise and fall during recent years.

Farm produce quotations were supplied by the Dominion Bureau of Statistics, and can be checked in the official Government bulletin covering agriculture. Moreover, the figures are representative of all Canada, as they comprise the average statistics, from the various Provincial agricultural estimates.

These farm produce price levels cover the more important field crops only, and do not include dairy produce such as butter, cheese, eggs and milk, because of the very wide variation evident in the range of these prices throughout different sections of the country. Local markets show the prices to be extremely changeable, whereas the grain markets are more or less governed by general elements and remain closely allied between one State and another.

Field crops then include the following: wheat, oats, barley, rye, peas, beans, buckwheat, mixed grains, flax, potatoes, corn, hay, clover, fodder corn, sugar beet and alfalfa.

Comparing Hardware & Field Crop Prices



This chart will be of vital interest to the Farmer-Customer, as well as the retail merchant in all rural sections of the country It compares the official Government statistics covering field crops in Canada during the last thirteen years, with hardware prices over the same period. The big drop in hardware prices during 1921 is particularly noticeable. The farm produce figures for the past year are estimated from current market reports, the Agricultural Department figures not yet being available.

What Has Been Accomplished in 1921

Summary of Accomplishments of Hardware Trade of Canada in 1921, Through Hardware & Metal reveals Big Strides Forward in Importance and Influence—Strong Stand Taken on Many Big Subjects Helps Bring About Satisfactory Revision

NOT ONLY were Hardware and Metal readers given the unique opportunity of reading fifty-three weekly issues during the year 1921, in stead of the customary fifty-two, but they were provided with a very large volume of editorial data dealing with practically every phase of the hardware trade. A gradually improving editorial service has been the aim during the past year, as will be continued during the new year, and a brief survey of the editorial matter which appeared during 1921 will be of interest to readers in so far as it acts as a summary of the accomplishments of the readers themselves, of whom Hardware and Metal is the spokesman. During the year the closer co-operation of retailers, wholesalers and manufacturers was secured in order to set forth authoritative data on various hardware subjects and a reading of the following survey will show just what influence has been wielded by Hardware and Metal in connection with important subjects and what great assistance has accrued to retailers by this close co-operation.

1650 Pages Of Editorial Matter

A total of approximately 1650 pages of editorial matter have appeared in Hardware and Metal during 1921, of which 760 pages were devoted to market quotations on general hardware, paint and current hardware quotations listed in each issue. In the general editorial section space has been devoted to a discussion of the leading topics of current interest to the hardware trade, the setting forth of various proven plans for aiding selling or administration, editorial comment on curent topics based on thorough investigation of subjects dealt with, and other departments which will be outlined more fully.

A review of the actual selling help articles which have appeared during the year show the following number of pages on various topics. Subjects, if only partly dealt with in a general story, are included under the heading of "general articles" so that the following summary includes only articles specifically confined to the lines mentioned:—Electrical, 9 page stories, 3½ page ad. suggestions, 7½ page displays, total 20 pages; Auto Accessories, 6½ page stories, 5½ page displays, total 12 pages; Stoves and furnaces 8 page stories, 5 page displays, total, 13 pages; Sporting goods, 13 page stories, 13 page displays and ad. suggestions, total, 26 pages; Advertising, 8 page stories, 8 page ad. suggestions, total, 16 pages; Bathroom fixtures, 4 pages; Household goods 15½ pages; Christmas displays, 10½ pages; General articles including tools, cutlery, phonographs, store equipment, fall fairs, toys, showcard writing, etc., stories 42½ page stories, 6½ pages, ad. suggestions, 29 page displays, total 82 pages.

In the paint editorial section there appeared 109 page stories, 7 page ad. suggestions and 11½ page displays, making a total of 127½ pages, which with 106 pages of paint markets makes a total of 233½ pages of paint editorial matter.

A total of 325 pages of actual selling helps covering the various lines of

Retailers Whose Selling Methods Were Described

RETAILERS whose selling methods were described in Hardware & Metal in 1921, were as follows:

ONTARIO—Hendershot Hardware, Mt. Forest; Congdon & Marshall, Dunnville; Hunter Hardware, Wiarton; J. G. Steele Co., London; Carter Bros., Picton; Mathewson Hardware Co., Toronto; Tourtellot Hardware, Port Arthur; Walkerville Hardware Co., Walkerville; J. A. McCague, Alliston; Kerr's Hardware, Dundas; F. W. Karn, Woodstock; Pritchard's Hardware, Toronto; R. H. Breeze, Toronto; J. C. McFadden, Toronto; Ingram Bros., Toronto; Peterboro Hardware Co., Peterboro; Russell Beattie, London; Staples Hardware, Toronto; Dunlop & Co., Pembroke; Bond Hardware Co., Guelph; Danforth Hardware Co., Toronto; J. T. Bowes, Toronto; Cowan Hardware, London; Booth's Hardware, Port Colbrone: Rossiter Hardware Co., Toronto; J.R. Myers & Sons, Stratford; W. A. Rankin, Ltd., Ottawa; McKinley & Northwood, Ottawa; J. Smiley & Son, Woodstock; Baxter Hardware Co., Windsor; Mills Hardware Co., Hamilton; J. H. Slater, Ridgetown; Allin's Ltd., Lindsay; Plummer Ferguson Hardware Co., Sault Ste. Marie; T. S. Tait & Sons, Campbellford; Blain's Hardware, Brampton; May Bros., West Toronto; Purdom Hardware, London; Cochrane Hardware Co., Sault Ste. Marie; Otton Hardware, Barrie; Ingram & Davey, Ltd., St. Thomas; Mills Hardware (Barton Street) Hamilton; Stanley Mills & Co., Hamilton; Dundas Bros., Cobourg; J. M. Adam, St. Mary's; Hall Bros., Cornwall; G. A. McMurtry, St. Thomas; H. E. Moore, Oakville; T. A. Squire, Brantford; McGowan's Hardware, Teeswater; W. G. Edge & Co., Ottawa; G. Hubbard, Barrie; E. I. Torrens, Tillsonburg; Platt Bros., Toronto; Elliott Hardware, Brantford; Adams & Vandusen, Picton; McKelvey & Birch, Ltd., Kingston; Geo. Taylor Hardware, Cobalt; Guest Hardware, Toronto; Burns Hardware, Toronto; Doherty Hardware, Toronto; M. Weichel & Son, Waterloo; Russill Hardware, Toronto; H. Wolfhard & Co., Kitchener; O. B. Henry, Drayton; Crawford & Son, Shelburne; Collingwood Hardware Co., Collingwood; Turnbull & Cutcliffe, Brantford; Brockville Hardware Co., Brockville; Rutherford & Kayser, Simcoe.

QUEBEC AND MARITIME PROVINCES—W. R. Horner & Son, Granby; R. T. Holman, Ltd., Summerside, P. E. I.; R. Chestnut & Sons, Fredericton, N.B.; Lacroix & Leger Ltd., Montreal; Lariviere, Inc., Montreal; Besner & Chasle, Valleyfield, Que.; Omer de Serres, Montreal; J. L. Sauve, Montreal; Emerson & Fisher, Ltd., St. John, N.B.; D. J. Barrett Hardware, St. John, N.B.; J. E. Wilson, Ltd., St. John, N.B.; . H. Bedard, Westmount, Que.; W. H. Thorne & Co., St. John, N. B.; T. McAvity & Son Ltd., St. John, N. B.; Watson, Smith & Son, Shubenacadie, N. S.; J. & P. Davignon Sumner Co. Ltd., Moncton, N.B.; J. S. Mitchell & Co., Sherbrooke, Que.; A. Goyette, Montreal; Madison Hardware Co., Montreal; M. Philbin Hardware Co., Montreal; Fabien Limited, Montreal; A. R. A'Bear, Hardware, Montreal; Owen & Birmingham, Campbellford, Nova Scotia.

WESTERN PROVINCES

ALBERTA—McAfee Hardware Co., Holden, Alta.; Strathmore Hardware Company, Strathmore, Alta.; Consumer's Hardware Co., Lethbridge, Alta.; Hillhurst Hardware Co., Calgary, Alta.; Western Hardware Co., South Edmonton, Alta.; J. H. Ashdown Hardware Co. (retail), Calgary, Alta.; Gibb, Brown & O'Dell, Ltd., Hanna, Alta.; Nellis Hardware, Vermillion, Alta.; Northern Hardware Co., Edmonton, Alta.; W. H. Wilson & Co., Peace River, Alta.

SASKATCHEWAN—Latham's Hardware, Moose Jaw; Woodley & Thompson, Aneroid; F. C. Hesketh & Co., Ltd., Cupar; Erickson Hardware Co. Ltd., Biggar, Sask.; W. W. Cooper & Co., Swift Current, Sask.; E. D. McAvoy Co., Ltd., Eldersley; C. H. Phillips, Rosetown; Capital Hardware & Sporting Goods Co., Regina; Bowers Bros., North Battleford, Sask.; Saskatoon Hardware Co., Saskatoon; E. Fletcher & Co., Humboldt, Sask.; Perry Hardware, Estevan; Wood Hardware Co., Regina; Herity Hardware Co., Kerrobert, Sask.; Manville Hardware Co., Price Albert, Sask.; Armstrong, Smyth & Dowswell, Ltd., Regina.

MANITOBA—H. J. McLean, Grandview, Man.; Andrews Hardware, Minnedosa, Man.; Roland Hardware Co., Roland, Man.; Sutherland & Stelck, Ltd., Dauphin, Man.; J. H. Ashdown Hardware Co. (retail), Winnipeg; George Stambler Hardware, Winnipeg, Man.; Manitoba Hardware and Lumber Co., Virden, Man.

BRITISH COLUMBIA—Stearns Hardware Burns Lake, B.C.; Leith Bros., Prince George, B.C.; Share Bros., Ltd., Vancouver, B.C.; W. T. McArthur & Co., Vancouver, B.C.

goods sold by the retail hardware merchant appeared in 1921 comprising stories, advertising suggestions, window and store displays, etc. This does not include articles of a topical nature which indirectly might be classed as selling helps, such as will be outlined. These selling articles were based on actual experiences in retail hardware stores and were representative of all parts of Canada. A glance over the list of 131 retail hardware merchants, whose names are found elsewhere in this issue, will indicate how representative have been the selling articles which have appeared. Due attention has been given each province and the particular problems of merchants in those provinces dealt with.

Apart from the selling-help articles and the market reports, there have appeared a great many articles dealing from the standpoint of the hardware trade, with the national problems of the day, also with conditions among manufacturers and wholesalers, etc. Approximately twenty pages of interviews with manufacturers and wholesalers have appeared, these giving authoritative information from over ninety individuals on conditions in these branches of trade and dealing with the outlook. In a great many cases information secured by Hardware and Metal in such interviews has been responsible for guiding retailers aright in buying and administration. A large number of retailers' opinions were also expressed (see list).

On the subjects of accounting methods, inventory, collection letters, etc., approximately twenty pages of editorial matter have appeared, dealing with the most advanced methods as sponsored by authorities on the subject and as proven by hardware merchants.

Influence In Taxation Matters

Taxation has been an important subject during the past year and Hardware and Metal has wielded considerable influence in favor of the retail hardware trade in connection with burdensome legislation. Approximately fifty pages of editorial space was devoted to a consideration of taxation subjects during 1921. This editorial matter dealt with the turnover, sales, luxury and income taxes. Strong exception was taken to the luxury taxes and the advantages of the sales or turnover tax were dealt with. Involved points in the income taxes were explained, the case of the tinsmiths being classed as manufacturers for taxation was gone into very thoroughly. Proof has been forthcoming that on the subject of taxation and on other subjects dealt with during the year Hardware and Metal has been partially responsible for bringing about improvements from the retailers' standpoint.

Conventions have been fully reported and these in 1921 required thirty-seven pages. These included conventions of the Canadian Paint, Oil & Varnish Ass'n., Ontario Retail Hardware Ass'n., National Hardware Ass'n., Canadian Wholesale Hardware Ass'n., various Retail Merchants' Ass'n. conventions, wholesalers and manufacturers conventions, etc.

Price comparison tables give an adequate idea of the trend of hardware prices and comparing them with movements of other commodities were given fully during the year, requiring thirty pages of space.

(Continued on page 58)

Manufacturers, Wholesalers And Others Whose Opinions Were Outlined

MANUFACTURERS, wholesalers and others whose opinions have been expressed in Hardware and Metal in 1921 (apart from sources of market information) include the following:

A

S. H. Alexander, Wood, Alexander & James, Hamilton, Ont.; James Arnold, General Manager, Canada Foundries and Forgings, Ltd., Brockville, Ont.

B

B. C. Beach, Manager, Beach Foundry Co., Ottawa; J. C. Boeckh, Secretary-Treasurer, The Boeckh Co., Ltd., Toronto; H. C. Bonney, General Manager, The Barrett Co., Montreal.

C

Royal Cluxton, Manager, Canada Paint Co., Montreal; J. H. Conover, Manager, Martin-Senour Co., Montreal; W. H. Cunningham, Kasement Skrene Dore Co., Toronto; Geo. Caverhill, Caverhill, Learmont & Co., Montreal (wholesale); W. H. Cottingham, President, Sherwin-Williams Co. of Canada; C. N. Candee, President, Gutta Percha & Rubber Ltd., Toronto; Gen. Sir Arthur Currie, Principal, McGill University, Montreal.

D

G. C. Davis, Manager, Frothingham & Workman, Ltd., Montreal; J. W. Dowling, General Manager, Caverhill, Learmont & Co., Montreal.

E

A. T. Enlow, President, Dominion Sheet Metal Corp., Hamilton, Ont.

F

W. S. Fallis, Vice-President, Sherwin-Williams Co. of Canada; J. A. Fraser, Sales Manager, Lewis Bros., Montreal, (wholesale); C. M. Farringer, The Boeckh Co., Ltd., Toronto (brushes); D. R. Fowler, Sales Manager, James Smart Plant, Canada Foundries & Forgings, Ltd., Brockville, Ont.; F. W. Field, H. M. Trade Commissioner in Canada; R. R. Farrow, Commissioner of Customs and Excise, Ottawa; J. J. Foote, Sales Manager, McClary Mfg. Co., London, Ont.; James Feir, Regina Manager, Wood Vallance Co., Ltd.

G

E. H. Gurney, President, Gurney Foundry Co., Toronto; Edward Goodwill, Vice-President, Thos. Davidson Mfg. Co., Montreal; J. W. Gibson, General Manager, Canada Cycle & Motor Co., West Toronto; W. R. Gibson, General Manager, Gurney Foundry Co., Toronto.

H

P. Howland, President, H. S. Howland, Sons & Co., Toronto, and President, Imperial Bank of Canada; G. Henderson, President Brandram-Henderson Ltd., Montreal; Col. A. Hatch, Canada Steel Goods Co., Hamilton; Robert Hobson, President, The Steel Co. of Canada, Ltd., Hamilton, Ont.; E. W. Harold, Sanderson-Harold Co., Paris, Ont.; B. B. Halliday, Sales Manager, Canada Cycle & Motor Co., Toronto; T. Hutchinson, Drummond McCall Co., Montreal; W. R. Hobbs, Manager, Consolidated Plate Glass Co., Toronto; P. W. Haywood, Standard Silver Co., Toronto; Col. P. R. Hanson, Montreal District Manager, Dunlop Tire & Rubber Co.

I

John Irwin, President, McArthur Irwin, Ltd., Montreal.

J

A. C. Jones, N. Slater & Co., Hamilton, Ont.

(Continued on page 58)

Retailers Whose Views Were Expressed

THE OPINIONS of the following retailers on current topics were given in Hardware and Metal in 1921:—

ONTARIO—R. Hawkins, Smith's Falls; Brampton Hardware Co., Brampton; May Bros., West Toronto; G. F. Potter, Kitchener; H. W. Wilson, Paris; Wells & Emerson, Port Arthur; C. Murphy, Toronto; C. W. Bennett & Son, Gananoque; W. J. Bell, Beeton; Mr. Gilverson, Rice Lewis & Son, Ltd., Toronto; Nelson Mills, Mills Hardware, Hamilton; E. Wanless, J. C. Wanless, Chatham; W. F. Macpherson, Prescott; A. J. Wright, Hamilton; F. B. Smith, Belleville; R. Morwood Co., Welland; W. H. Turnbull & Co., Brantford.

QUEBEC AND MARITIME PROVINCES—Cragg Bros., Halifax, N. S.; E. K. Spinney & Co., Ltd., Yarmouth, N.S.; A. M. Bell & Co., Dartmouth, N. S.; K. Freeman, Bridgetown, N. S.; Lacroix & Leger, Montreal; J. S. Neill & Son, Fredericton, N. B.

WESTERN PROVINCES—Manitoba, Box Bros., Souris; W. E. N. King, Neepawa; Box Bros., Pierson; J. O. Cadham. Portage la Prairie; Sutherland & Stelck, Dauphin; W. A. Brady, Reston; J. Winwram, Pilot Mound; C. C. Falconer, Winnipeg.

Alberta—J. B. Taylor, Camrose; Hewitt & Black, Ltd., Medicine Hat; R. M. Snyder, Wetaskiwin; D. A. Sands, Yorkton; Scott & Lake, Edmonton; J. H. Ashdown Hardware Co. (retail), Calgary.

Saskatchewan—L. P. Woodhams, Elbow; Wood Hardware, Regina.

Valuable Market Reports in 1921

Summary of Reports Indicates That Remarkable Series of Market Developments Were Outlined From Time to Time During 1921 in The Columns of Hardware & Metal. Many Recessions and Advances Were Anticipated in Addition to Recording Current Price Tendencies

WHAT degree of usefulness and service a trade paper can render to its readers in the retail field, especially in times of fluctuating markets, is illustrated by developments that have occurred during the past year in the hardware industry, and in the manner in which these market occurrences have been predicted and outlined by Hardware and Metal.

Just a year ago, in the first issue of January, 1921, lower prices on galvanized sheets and builders' hardware were predicted as the year progressed. These changes slowly developed, many downward revisions having been announced on these lines from time to time. Another instance of this market service occurred in the January 22 issue, when it was stated that "there may be a decline in window glass prices." The following edition contained the report that lower quotations on glass were being given in some quarters through increasing the discounts. The February 5 issue supported the earlier report when a new box list was issued on Belgian window glass.

Predicted Higher Turpentine Prices

Another instance may be cited in the May 19 issue. Further declines were predicted in iron and steel basic markets, with such recessions being reflected later in finished steel products. Such developments have undoubtedly materialized, adequate proof of which can be secured by comparing the cost levels of nine months ago with the prevailing prices.

On April 9, when turpentine prices were down at the level of 80 cents per gallon, some strengthening of these quotations was outlined. When the prices which have prevailed during the past few months are compared, it is readily seen that such a prediction was fully justified and the change has materialized. The current average quotation is $1.15 per imperial gallon.

Drastic revisions to a lower scale on range boilers were outlined in the May 28 issue of this trade newspaper. A new nominal list which showed appreciable reductions appeared in the June 4 issue, while prices on these products were cut still further during the ensuing weeks. The June 4 edition of Hardware and Metal contained an article which pointed out that pre-war prices were expected to re-appear in some quarters on certain basic lines. A summary of the process of liquidation was given, the main features of which have been substantiated by later events, and also through the current standing of the hardware industry.

Expecting Some Further Declines

Turpentine quotations registered an upward tendency in the July 16 issue, the new quotation then being $1.00 per gallon. It was intimated that further increases in the future were considered possible. The prevailing price level undoubtedly substantiates this report.

On August 20, 1921, it was stated that "a considerable portion of the path leading to pre-war standards of cost still remains to be traversed if hardware prices are destined to revert to the levels existing in 1914." Current developments support this statement, as charts and figures contained elsewhere in this issue will clearly show.

Under the heading "Steel Prices Not Yet Stabilized", the opinion was tendered that some further gradual recessions may develop in the near future. These changes have recently been recorded, and this forecast is further supported by weekly and monthly comparisons of the composite average of steel market prices.

Easier Fall Prices On Paint Products

In the August 27 issue of this publication, the Paint market section contained references to anticipated price developments which would bring about lower quotations for the Fall on white lead in oil, putty, paints and the allied products generally. These predicted declines materialized; in the Sept. 10 issue as regards white lead in oil, and putty; and in the Sept. 17 issue on ready mixed paints and flat wall colors.

An article entitled "Cotton Flurry May Affect Prices" appeared in the Sept. 10 issue, covering the trend of prices on the primary cotton markets, and the probable effect of increases on manufactured cotton goods. These higher quotations on wrapping twines, clothes lines, sash cord and candle wick soon followed and were referred to in the next edition, Sept. 17. Other advances in prices on jersey cotton and canvas gloves appeared in the markets of Sept. 24; while further increases in these various lines of manufactured cotton goods followed in the October 1 issue.

Another article on the "Broad Revision In Hardware Prices", was inserted in the Sept. 17 issue, and was based on

1922 Commences with many Price Revisions

THE FIRST week in the new year brings forth an important budget of price changes on hardware lines. Following upon the year of price revision which was experienced in 1921, current changes reveal the necessity of continuing a close survey of market reports in each issue of Hardware and Metal.

Revisions this week, as outlined fully in the market department of this issue, are chiefly of a downward nature. A new list is announced on bolts and nuts, with carriage, machine and miscellaneous bolts all recording lower prices. Cut nails have also undergone revision. Other lines which show revision this week include clay and rock picks, crow bars, grub hoes, mattocks, wrecking bars, steel butts, heavy tee and strap hinges, alarm clocks, hammocks, hose nozzles, and couplings, square cap, hexagon cap and set screws, galvanized and barb wire, iron rivets and burrs, coach screws, stove bolts, single-barrel shot guns, certain makes of revolvers, radiators and boilers, cement, gate valves, soil pipe and fittings. Lower prices are also anticipated on both Dominion and American ammunition. **(See market section.)**

the current decline on paints and other sundries; the cotton goods advances as outlined; and suggested some initial increases were considered likely on finished steel products. This was followed by remarkable lists of price changes in both the October 8 and October 15 numbers.

Another article which appeared in the October 15 issue entitled "Predict Higher Prices On Oil Products" has been substantiated through the increases in gasoline, coal oil, lubricating oils, greases and other refined oil products which have since developed.

Copper Fluctuations Outlined

A further article outlining the copper markets, and indicating the probable trend of prices in this connection, has undoubtedly proved correct. This was under the caption of "Copper Improvement may not last", and as seen by the various prices on the copper markets since that date, the sudden rise did not last, but recorded a temporary set-back with considerable fluctuation. This viewpoint again proved correct.

The situation on stoves, ranges and furnaces was covered in the October 22 issue under the heading, "Says Stove Prices Will Remain Stable". This indicated just what conditions governed this industry, at that time, and compared the volume of current business with previous expectations; also pointing out some suggestions for increasing Fall business in these lines. A marked improvement in the stove market generally has since been noted, and this fact is borne out in the reports contained in the Oct 29 issue, Page 44.

Accurate Market Predictions in 1921

HARDWARE AND METAL'S endless effort to secure and confirm data about market tendencies is well justified by the following list of occasions on which accurate forecasts were made at various times in 1921. This is information available from no other source, such as price services, and can be secured only by being constantly in touch with all possible sources of information. The following summary shows how accurate these forecasts have been, and yet they represent only a minor factor in Hardware and Metal's weekly market service to its readers:

January 1—Lower prices predicted on galvanized sheets and builders' hardware. (Borne out.)

January 22—Lower window glass prices foreshadowed. (Effective January 29.)

April 9—Firming up of turpentine prices predicted. (Borne out.)

May 19—Further declines likely on iron and steel. (Borne out.)

May 28—Reductions in range boilers predicted. (Followed June 4.)

August 20—Predicted much liquidation yet necessary. (Borne out in following weeks.)

August 27—Change in paint prices forecast. (Noted September 10.)

August 27—Further changes in iron and steel predicted. (Borne out.)

September 10—Cotton price increases forecast. (Followed on September 17 and 24.)

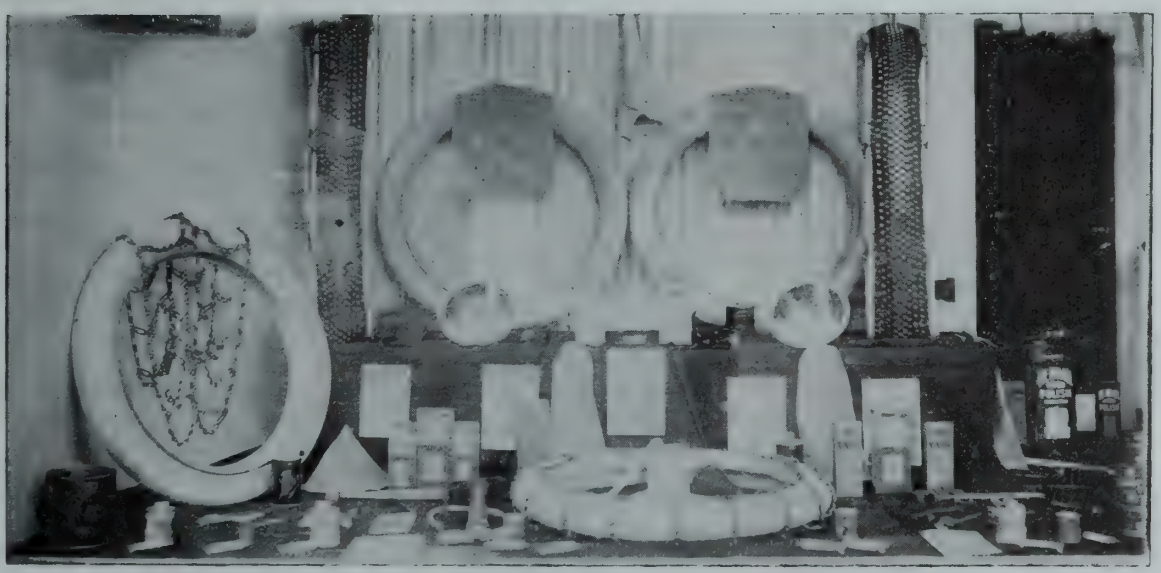
September 17—Broad revision in hardware predicted. (Followed on October 8 and 15 with big list of changes.)

October 15—Higher prices on oil products forecast. (Borne out shortly after.)

October 15—Prediction that copper improvement would not last. (Setback followed.)

October 22—Stability in stove prices till end of year forecast.

51,000 New Motor Vehicles in Year 1921



Figures just compiled for 1921 indicate that registrations of motor vehicles now number 459,818, an increase of nearly 51,000 over last year. Total volume of motor vehicle business in Canada last year was approximately $67,000,000. This would appear as though the motor business had not been quite as slack as some have believed, and with prices having recently undergone considerable reduction it is held that a sound basis has been established for big business in 1922. This may be taken as a fair indication of the present and future possibilities for the sale of auto accessories and it will generally be found that adequate displays and other sales effort will largely result in keeping up sales of accessories, many of which are necessities at this time of year. Note how seasonable lines are displayed herewith.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Busines Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, JANUARY 7, 1922

SOME authorities in the iron and steel industry are predicting an average production of sixty per cent. during 1922. If this is achieved it will represent a considerable improvement over 1921 when an average of about thirty-eight per cent. was made. The mills are the sole dependence of many consumers now that surplus stocks of steel have been much reduced, but it is nevertheless likely that productive capacity of mills will continue much in excess of demand for some time.

Some Important Arguments

THE charts, tables and descriptive matter which appear in this issue represent much research by Hardware and Metal, in an endeavor to present to readers in a concise manner information which will show clearly the position of the hardware industry in the readjustment process which has been in progress for some time. In order to successfully conduct retail or other business a thorough knowledge of the position of the industry is necessary in order that a true perspective may be obtained. A study of the details given in this issue will provide the hardware merchant with a viewpoint and with facts which will enable him to offset many arguments which otherwise might be difficult to answer.

The recent trend of events shows that the hardware industry has played a more important part in the general liquidation than it is ordinarily credited with. Prices on finished hardware have declined approximately twenty-five per cent. in the year 1921 and in view of the fact that hardware was one of the last commodities to reach its peak this rapid decline within a year becomes significant. Present hardware costs are approximately equal to those of 1917.

Records show that while the product of the farm is a little lower in proportion to hardware prices, the latter soared to much greater heights in proportion than did farm products and the stubborn manner in which labor and freight costs are maintained makes improbable at the present any considerable reduction. The rapid decline in hardware enables it to appear in a very favorable light when compared with farm produce, and the merchant has a strong case particularly when supported with arguments that the farmer has not had to write off large depreciations on stock and equipment, and that the manufacturer still has to pay high labor and freight charges.

Government statistics record only a comparatively small reduction in the estimated cost of living which represents rent, fuel, light, food, etc. Transportation charges and overhead costs have undergone but slight reduction. Taken in comparison with these statistics and when compared with many other commodities, hardware has undergone considerable liquidation. These are only a few of the important arguments which can be secured from a study of the charts, tables and descriptive matter appearing in this issue, and this data might well be preserved for reference and as confirmation of arguments presented to customers.

The Buyer In Control

ACTIVITY in the iron and steel industry is somewhat curtailed due to inventory time and during this temporary lull some authorities on the industry have taken to retrospection and considered the probable influence of recent events on the future of the industry. One of the thoughts arising from such consideration is that while it is easy to argue that future steel prices will have to be higher because production costs are such as to allow a very small margin at existing prices, yet the outlook is such as would justify some doubt as to whether higher prices are very near, considering iron and steel products generally, for undoubtedly there will be some fluctuation of prices as the readjustment process continues, and many manufacturers seriously claim to-day that certain prices represent a loss to them.

Reviewed in a broad light, it is evident that the iron and steel industry underwent great expansion to provide war supplies and other articles required in the boom which immediately followed the war. As one authority describes it "producing capacity has grown disproportionately." For some years to come there will hardly be sufficient demand to take care of the total productive capacity of existing plants and close competition on prices will likely be the result. This does not mean that industrial activity will not make big headway in the next few years or that prosperous times will not return, but the capacity of steel mills on the American continent has grown so rapidly in recent years to take care of abnormal demands that while buyers may look upon the current demand as large, sellers will continue to view it as small. There is no doubt a buyers' market will exist for some time to come and the tendency will be to make purchases only on close margins.

Electrical Development

THIS WEEK the first unit of 55,000 horsepower is being developed by the new waterway from Chippawa to Queenston, an achievement which has resulted from years of labor on the great project which is designed to double the energy of the Niagara cataract for the generation of Hydro-electric power. Within a few weeks other units of development will be added and ultimately the total capacity of the canal, which is 600,000 horsepower, will be available. This development will make available for Canada power which will be a benefit and a stimulus to industrial life and it will carry comfort to thousands of homes still denied the advantage of cheap electric power.

It is a coincident that simultaneously with the commencement of electrical development at Chippawa, one of the chief subjects dealt with at a gathering of prominent scientists in Toronto, has been the application of scientific principles to rural life with the idea of making it more attractive. One of the chief recommendations has been the extension of cheap electric power throughout the rural districts in order to make life more interesting and healthy on the farm. With such definite action being taken the lot of the farmer should be materially improved in years to come, and with this improvement will come a greatly widened market for electrical and other requirements. The general prosperity of the country will also be improved by this extended market and by the greater production which will be possible on farms which are modern in every respect.

News of Western Canada

WESTERN CANADA NOTES

Pincher Creek, Alta.—Lebel Co. Ltd., hardware, have sold out.

J. C. Smith of the J. H. Ashdown Hardware Company, Limited, Saskatoon, is in Winnipeg on a business trip.

V. Vallance is on a combined business and pleasure trip to Hamilton and other eastern cities.

Messrs C. B. and N. C. McAllister have formed the Pacific Paint Co. with head office in Vancouver.

Thos. W. Giddens has started business in Vancouver and will deal in hardware and paints.

Guy Higgins, managing director of the Glidden Co. of Canada, was a visitor to Winnipeg during the week.

The hardware business of J. E. Hopkins at Marpole has been purchased by A. Daintree who has already taken charge.

David Corbett, representative of the Glidden Co. of Canada for Manitoba, is spending the holiday season in Winnipeg.

Adrian D. Joyce, president of the Glidden Co. of Canada, spent a day in Winnipeg with the manager of the Winnipeg branch en route to his home.

The Glidden Co. of Canada, Winnipeg, announce that they have appointed J. C. McGillivray, to represent them in the Province of Saskatchewan. Mr. McGillivray has a wide experience in the paint and varnish business.

T. L. Waldon, general manager Marshall Wells & Co., Ltd., Winnipeg, who has been on the coast on a business trip, announced prior to his return east that he found an improvement in business conditions on the coast both in Canada and the United States.

Instead of sending Christmas remembrances to the trade as has been the custom in the past, members of the Hardware and Metal Association of British Columbia took up a subscription this year and forwarded a cheque for $1,000 for the relief of distress in Vancouver, the proceeds being expended by the city relief department.

One of the main social events of the Christmas week in Vancouver was the informal dance and social evening given by the firm of Wood, Vallance & Leggat, Limited, of Vancouver, to members of the staff and their friends. Those responsible for the arrangements were John Dunsmuir, Mr. Applegate, Mr. Hall, Mr. Gerven, Mr. Johnston and the Misses M. Higginbottom, A. Miller and D. West.

One of the big features of the present week was the dinner by the Made-in-B.C. campaign committee to travelling salesmen included among whom were many representatives of the wholesale hardware trade. Frank Parsons, chairman of the committee told the gathering that if B. C. manufacturers put out a good article there was no need of retailers or consumers going outside of the province. He said, however, it was necessary to put out a product which would bear inspection with goods of eastern manufacture.

PLANNING AUTOMOTIVE EQUIPMENT SHOW

Winnipeg, Man.—Plans for the second annual show of the Western Canada Automotive Equipment Association in the Board of Trade building, February 6 to 11, 1922, are rapidly nearing completion. The show gives promise of equaling anything of its kind ever held in North America, and no efforts are being spared by the committee in charge to make this an accomplished fact.

It was announced that on one of the dates of the show a convention would be held, to which all the automotive equipment dealers in Western Canada would be invited. The association also will bring sales merchandising experts to the convention.

C. H. S. BAMFORD

Sales Manager J. H. Ashdown Hardware Co., Ltd., Winnipeg, who during the holiday season was presented with a leather club bag by the traveling staff of the firm as a token of appreciation. Mr. Bamford in acknowledging the gift, spoke of the good will existing on the part of the staff.

MARSHALL WELLS, LTD., CONVENTION

All the salesmen covering the four Western Provinces were in attendance at the annual convention of Marshall Wells Ltd. That more aggressiveness must be shown by manufacturer, wholesaler and retailers, was the opinion held. Stocks are very low in both the city and country towns.

MILLER MORSE HARDWARE CO., LTD., ANNUAL CONVENTION

The Miller-Morse Hardware Company Limited, has just concluded the best annual sales convention that the firm has ever held.

Some of the principal speakers included T. Monypenny, vice-president of the Imperial Varnish & Color Co.; H. Clare, of Clare Bros., Western; G. M. Cowderoy, of the Dominion Cartridge Company; G. W. Ternouth, of the Sheet Metal Products Co. of Canada; T. A. Kennedy, of the McClary Manufacturing Co.; L. R. Baker, of the Burgess Batteries, Ltd.; A. Dodds, of the Canada Dry Cells Co.; N. J. Dineen, Manufacturers' Agent; J. H. Parkhill, of the Parkhill Bedding Limited; W. M. Brennan, of the Oak Tire Co.; E. D. Ranch, of the Coleman Lamp Co.

These gentlemen spoke on various products. During the convention the salesmen went over to the Community Cut Glass Company, where a demonstration was given of the different processes of polishing and cutting glass, under the supervision of E. A. Borland. The salesmen also visited the factory of the Burgess Batteries Ltd.

A feeling of optimism for the coming yar was in evidence, as stocks are low and purchases made during the last few months have gone into consumers' hands. The prospects are very bright and the salesmen are looking forward to a splendid year in 1922.

One of the features of the convention was the social luncheons where the salesmen met and got acquainted with each other and enjoyed each other's good fellowship. Another feature was that the salesmen were taken through the warehouse and were introduced to each and every member of the staff and they were then shown where the goods were kept.

Entertainments were provided in the way of theatre parties, hockey matches and various other kinds of recreations.

Events in the Trade

BUSINESS CHANGES

J. A. Mulligan who recently disposed of his hardware business at Wardsville, Ont., is removing to St. Thomas where he has secured an auto agency.

FIRE LOSS

Hull, Que.—H. O. Boult, hardware, suffered recent fire loss.

OBITUARY

The sympathy of the trade is extended to A. L. Patterson of the firm of Wilson Patterson & Gifford, Montreal, importers of oils, naval stores, dry colors, etc., in the loss of his brother, Dr. R. C. Patterson, who was shot and killed in his office in Saranac Lake by a soldier patient.

The death took place this week of John C. Feely, West Brantford, Ont., formerly a member of Howie and Feely, hardware merchants, but who for the past four years has conducted his own business.

W. H. Bremner, traveller for Goodyear Tire & Rubber Co., Toronto, died in Toronto this week from an operation made necessary by internal troubles caused by overseas service during the war.

PERSONAL

Charles O. Stillman, President Imperial Oil, Ltd., was injured in a motor accident this week.

Herbert Seybold, sales-manager, Starke Seybold Limited, has decided to contest the aldermanic seat in Notre Dame de Grace, in the Montreal city council, in succession to the late Alderman J. P. Dixon.

W. S. McLennan, general sales-manager, Brandram-Henderson Limited, is visiting the Winnipeg branch this week.

W. H. Morgan of Fenwick, Ont., who for the past 21 years has represented the Thos. Davidson Mfg. Co. Ltd., Montreal and Toronto, covering Western Ontario and latterly the Hamilton and Niagara Districts, is leaving his present position to take up other lines over the same territory.

William A. O'Dell was installed as Worshipful Master of St. Johns 209a Masonic lodge, and Harry Abel as junior warden of King Solomon lodge, at a big gathering of London, Ont., Masons Wednesday evening. Wm. G. Kilpatrick of Kilpatrick Bros. was installed as W. M. of Corinthian lodge.

HON. T. A. LOW.

President of the Renfrew Electric Mfg. Co., Ltd., Renfrew Mfg. Co., etc., who becomes minister without portfolio in the newly elected Federal Government, representing South Renfrew. (Photo by courtesy International Press)

At the nomination meeting held at Thedford, Ont., D. L. Scriven was honored by being returned as councillor by acclamation.

PRESENTATION TO W. H. MORGAN

The office of Thos. Davidson Mfg. Co. Ltd., 120 Duke St., Toronto, was the scene of a presentation on Saturday to W. H. Morgan, a member of the travelling staff who has severed his connection with that firm after a service extending over 21 years. The presentation took the form of a gold watch and chain, the former bearing the inscription "presented by the staff of Thos. Davidson Mfg. Co. Toronto branch."

Many expressions were given of the esteem in which Mr. Morgan is held by his fellow workers and best wishes were extended for success in his future undertakings, to all of which he made suitable reply. Mr. Morgan has a wide acquaintance among the trade in Niagara and Western Ontario districts.

George E. Jackson, Toronto, is taking over the territory previously covered by Mr. Morgan.

WESTERN ONTARIO NEWS

James O'Mara and Leo Milord, youths who were arrested in a box car at Jackson, Mich., after robbing the hardware store of Shaw and Shaw at Wallaceburg were found guilty and given an indefinite term in the Industrial school at Toronto. When arrested one of the lads had a revolver which he admitted was taken from the hardware store.

Toronto Hardware Merchants to Organize

Need of Organization Evident at Informal Meeting With Paint Interests—Three-fold Purpose of New Organization to be Formed—Final Details to be Completed at Early Date

AN INFORMAL meeting of paint manufacturers representing the Paint, Oil and Varnish Club of Toronto, together with some of the retail distributors, was held at the Walker House, Toronto, on Wednesday, for the purpose of discussing ways and means of increasing and improving paint and varnish distribution in the city.

The discussion developed the need of organization among retail hardware men which would permit of concerted action in matters of common interest to them as well as co-operative action with various branches of the trade.

Action was taken by the retail hardware men present to form a club for this purpose and a tentative committee selected to draw up a plan of organization and constitution. The purpose of the club will be three-fold, viz., social, to permit closer relationship and a better fraternal feeling; the discussion of questions and problems of common interest and to undertake methods of business promotion in co-operation with various trades in which they are interested.

A further meeting embracing all of the retail hardware interests of Toronto is contemplated at an early date at which time organization will be completed.

The courtesy of the Paint, Oil and Varnish Club of Toronto was extended to the trade to be their guests at such an organization meeting.

Meakins & Sons Ltd. Appoint A. Lawrence To Montreal

Changes in Montreal Representation of Meakins & Sons, Ltd., Brush Manufacturers, Hamilton, Ont., following Death of Late C. W. Meakins.—Meakins Brush Co. Being Wound Up

ARTHUR Lawrence who has for some time been identified with Meakins & Sons, Ltd., brush manufacturers, Hamilton, Ont., has been appointed representative of the company in the province of Quebec following the late C. W. Meakins whose death was recently announced. In 1919, Mr. Lawrence represented the firm in England, Ireland and Scotland, and during the spring of 1920 he was occupied in developing business connections for the firm in South America. On July 1, 1921, he took over a portion of the firm's Ontario business and did the selling principally in Eastern Ontario. He will continue to oversee the Eastern Ontario territory from the Montreal office in addition to his new duties.

A. LAWRENCE

Appointed representative of Meakins and Sons, Hamilton, Ont., in Quebec Province, with headquarters in Montreal.

In the year 1875 the firm of Meakins & Son bought out Kirkup & Co., of Montreal, brush manufacturers, and started a warehouse there moving the factory of Kirkup & Co. to Hamilton and combining it with that of Meakins & Sons. This warehouse stayed under the management of the latter in Hamilton until 1905. In 1878 the late C.W. Meakins of Montreal, left Hamilton and went down a young man of twenty-one to take charge of the office in Montreal. At this time the firm of Meakins & Sons was a partnership and he was the junior partner. In 1905 he withdrew his interests from the partnership and formed a Limited Liability Company and took over the agency in the Province of Quebec handling Meakins and other lines that could be handled conveniently with this line of brushes, brooms and woodenware. This firm was called the Meakins Brush Co., Ltd., of Montreal. This arrangement has continued up to date, but on account of the unfortunate accidental death of C. W. Meakins on November 30th the business of the Meakins Brush Co., of Montreal, is being wound up and Meakins & Sons will open up their own warehouse on January 2nd, 1922, occupying the same warehouse as the Meakins Brush Company formerly occupied.

W. S. FISHER ADDRESSES ST. JOHN TRAVELLERS' ASSOCIATION

St. John, N. B.—On the evening of December 29 a most enjoyable smoker was held by the local Commercial Travellers' Association, with about 250 members and out of town guests in attendance. The president, G. D. Ellis, was in the chair. After welcoming the outside guests, the audience was delighted with a selection from a male quartette, composed of W. S. Charlton, E. C. Girvan, J. D. Woods and S. J. Holder. The chairman then called upon W. Shives Fisher, president of the Canadian Manufacturer's Association of Canada, to address those present. In the course of his remarks he said that Canada's exports per capita were two and a half times greater than the per capita exports of the United States. He spoke of this country's great natural resources and urged his hearers to work hard for the good of the country.

W. M. Gartshore President McClary Mfg. Co.

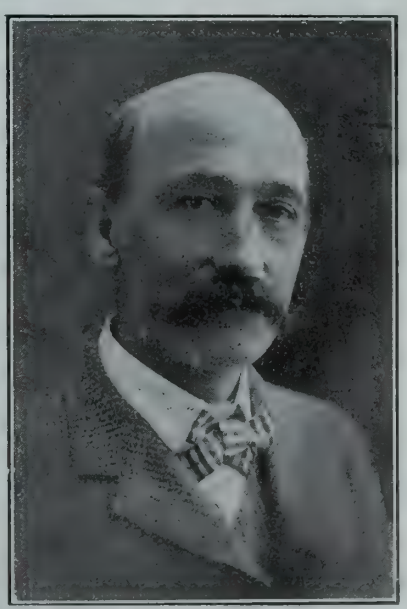
Directors Caused By Death of Late President John McClary—A. M. Smart is Vice-President and T. G. Meredith, K.C., Fills Vacancy on Board of Treasurer

AT THE MEETING of the directors of the McClary Manufacturing Company, held at their head office in London, Ontario, W. M. Gartshore was appointed president and general manager, and A. M. Smart, vice-president and treasurer.

The vacancy on the board, caused by the death of the late president of the company, John McClary, was filled by the appointment of T. G. Meredith, K.C.

It is the intention of the directors, at the next meeting, to pass a by-law appointing another vice-president in the person of John McClary Gunn, assistant general manager.

The directors of the company are now constituted as: W. M. Gartshore, A. M. Smart, John McClary Gunn, John McClary Moore, T. G. Meredith, K.C., with J. K. H. Pope as secretary of the company.



W. M. GARTSHORE

Appointed President and General Manager of The McClary Mfg. Co., Ltd., London, Ont., succeeding the late John McClary.

CONGRATULATIONS!

Among those associated with the hardware trade who were honored in connection with local elections in towns and cities throughout Canada were the following:

Belleville, Ont.—C. Hanna, Walker Hardware Co. (re-elected mayor).

Brockville, Ont.—J. M. Dobbie, A. G. Dobbie & Son, hardware (re-elected mayor).

Waterloo, Ont.—W. G. Weichel, ex-M.P., M. Weichel & Sons, hardware (elected mayor).

Newmarket, Ont.—Howard Cane, Wm. Cane & Son (elected mayor).

Toronto, Ont.—F. M. Baker, local manager T. S. Simms & Co. (alderman, Ward 8).

Wroxeter, Ont.—John Douglas, hardware (re-elected reeve for fifth term by acclamation).

Letters to the Editor

ALBERTA HARDWARE MAN DISAGREES WITH SECRETARY MACPHERSON

Blaimore Hardware Co.,
Blaimore, Alta., Dec. 28, 1921
Editor, Hardware and Metal, Toronto.

I have read with interest, in your number of December 24, page 30, an article entitled "Making the Inventory Tell the Truth," by a Mr. W. F. MacPherson—and I certainly do not agree with him; in fact if one was to take the inventory on the lines as laid down by Mr. MacPherson, he would have anything but the truth, and besides, being in possession of wrong figures it might cause a retailer, taking stock on such basis, untold losses in case he should have to face fire loss adjustment during the following year; everybody knows that the inventory book plays a prominent part in adjusting fire losses.

Mr. MacPherson would have one to list its cost on cost price when such cost is lower than replacement values. He would drop it to replacement values, on the other hand, when such cost is higher than replacement values. For instance I have on hand, say $5,000 of builders' hardware, and this happens in the best regulated families, bought before the war; everybody knows that there has not been any building going on since then. This was bought at about 50 per cent. of present costs. Mr. MacPherson would have me list it at cost price. I have also on hand, say $2,000 of auto tires and tubes, the replacement value of which is now $1.600. Mr. MacPherson wants me to list these at replacement values.

To my mind there is only one correct way to list an inventory, although I don't pretend to be able to do it accurately myself, and it is to list it "all" at replacement costs up hill or down hill; this gives you the information of what you may expect, if you burn down, sell out, or keep in business.

This is the way I endeavor to list my stock, that is, as close to it as I can, but I know it won't be accurate. For instance, I notice two only, basting spoons on the shelf. In looking over this particular item, I see they were bought before the last drop, still they are being listed at the cost price marked on the spoons, being such a small item the pricer has not deemed it necessary to look up the present price. Still, I think our inventory will be as close to the truth as the one taken by Mr. MacPherson.

Thanking you for the space, and wishing Hardware and Metal all kinds of success for 1922.

(Signed) L. Dutil, Prop.

MUCH LIQUIDATION OF HARDWARE

(Continued from page 27)

especially when compared with other trades. Rental stocks likewise are light and surplus stocks of slow selling lines have by this time been pretty well liquidated, under the urgings that such stocks be reduced at any price and a clean slate provided for a fresh start in 1922. In some cases stocks have been reduced to the danger point and possible sales lost by such practice. Under prevailing circumstances however it is difficult to anticipate all the tendencies of buyers. As a general rule hardware retailers have been reducing prices in line with replacement values, but in a very few quarters there is some disposition to hold prices for thirty days or until the high priced stocks of certain lines are cleared out. These few cases have been responsible for the aspersions which have been very unjustly directed at the whole retail hardware trade.

Lack of Industrial Activity

Taking it as a whole the average run of store trade in hardware has not been very greatly affected. Industrial inactivity has affected trade in industrial centres but the alleged slackness in building has merely had the effect of attracting new lines in household goods to the hardware store and it is unlikely that these will be replaced even though builders' hardware trade again becomes active.

The iron and steel industry represents a gradual improvement in the latter months of the year. Leading Canadian producers are now operating at about 50% of capacity compared with 30% early in the year. Recent rail orders placed by Canadian railways will help to maintain activity over the winter months. U. S. steel mills are operating at about 50% capacity at present, though some sheet mills are up to about 75%. The recovery in the case of U. S. mills has been even more rapid than in the case of Canadian mills as judged by the fact that U. S. mills reached a low ebb of about 18% in production early in the year. November figures indicate that the increased production was maintained by both U. S. and British mills.

Recent events in this branch of industry, such as the recent merger of a number of independents and pre-inventory price concessions, make it difficult to form an idea of the approximate prices at which the big business which is expected this year will be booked. As for the other metals, it is significant that with the exception of the Central European powers and Russia, non-ferrous metals are dearer in Canada to-day than in any other country in the world. Copper has been showing considerable

(Continued on page 51)

Twenty Years Ago

Following items reprinted from Hardware and Metal of January 4, 1902:

"The death is announced of Real Angers of Frothingham & Workman, Montreal."

"The Canadian Steel and Wire Co., Ltd., Hamilton, Ont., has obtained a charter."

"Lewis Bros., Montreal, expect to be moved into their additional premises at 26 and 28 St. Sulpice Street, by Feb. 1st."

"By Feb. 1st B. and S. H. Thompson will be settled in their large new warehouse at the corner of De Bresoles and St. Sulpice Streets."

"On January 1, I. P. D. Dods & Co., Montreal and Toronto, admitted Mr. J. H. Morin (who has been connected with R. C. Jamieson & Co., for nearly 30 years) as partner in their Toronto branch."

"When some 20 months ago it was announced that The Copp Bros. Co., Ltd., stove manufacturers, Hamilton, Ont., had been forced into liquidation, a great deal of regret was expressed in many parts of Canada.

"Those who then expressed regret will now doubtless find matter for gratification in the fact that the outgoing year of 1901 saw every creditor, direct or indirect, paid in full. But this is not all; in spite of the enormous sacrifices necessary in order to wind up the business so rapidly, a handsome surplus remains, and that without disposing of any of the company's property except the foundry or without discounting customers' paper.

"From the very fact that the affairs of the company have been so satisfactorily wound up, one is naturally led to examine the circumstances which brought about the liquidation.

"As our readers are doubtless aware, the direct cause of the liquidation was the demand of the Merchant's Bank for the immediate payment of the sum of $37,000 owing that concern. Why the bank should have made this peremptory demand is something we cannot understand.

"As we have already intimated the demand for a settlement of the liabilities to the bank was made early in 1900. The business of the Copp Company in 1899 was the largest in its history. And not only was its paper under discount of better quality than at any other period during 20 years, but it was reduced from over $44,000 in April 1899, to less than $24,000 in 1900, while during that period the business of the company increased by over $15,000. It was true that the company was at the time a little hard up, because of the rather extra heavy stock on hand, but it must, we think, be obvious to most people that its financial condition was by no means unhealthy particularly when we consider that the stove trade in Canada during the year or two previous to the demand of the bank being made was more than usually prosperous."

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

THE OPENING market reports of the year are featured by another large budget of price recessions. Among numerous declines recorded this week, the new discount list on bolts and nuts attracts attention, with machine, carriage and miscellaneous bolts all noted at easier price levels. Varying changes of a similar nature appear on square and hexagon tapped and blank nuts. Important developments have also been announced in quotations on cut nails; galvanized, and barbed wire; iron rivets and burrs; one line of gate valves; radiators and boilers; cement; soil pipe and fittings; stove bolts; clay and rock picks; grub hose; Crescent wrenches; wrecking bars; both pick and cutter mattocks; crow bars; coach screws; alarm clocks; some single-barrel shot guns; the Ivor-Johnson make of revolvers; Winchester arms; square cap screws; hexagon cap and set screws; hammocks; coiled spring wire; steel butts; heavy tee and strap hinges; hose nozzles and brass hose couplings. Some price reductions are also anticipated on both Dominion and American makes of ammunition.

The current markets in the steel industry are of a quiet nature, with the holiday and inventory periods adding to the seasonal dullness. Similar conditions are reflected in the ingot metals, and scrap material markets. The tendency to drop back to easier price levels on range boilers is still apparent, with current sale of these products being very light. The change in discounts on soil pipe and fittings has been more or less anticipated, an unsettled condition having prevailed in these markets during recent weeks.

Montreal Markets

MONTREAL, JANUARY 5.—An exceptionally long and varied list of price reductions is recorded in the hardware markets this week. The New Year usually brings price developments, and this year is no exception. Of special interest is the new list on bolts and nuts, a reduction of varying extent being made on the different sizes and kinds of both lines. Another feature is the complete list of price declines in wire and wire products now announced. Barbed wire has new prices, also plain galvanized wire in all gauges. Coil spring, plain twist, hay wire, both annealed and cut and single loop bale ties all show reduced prices. To those interested, hot water and steam boilers and radiators are revised in price, showing a reduction of approximately 12 per cent; while cement quotations are now lower.

Clay and rock picks, mattocks, both pick and cutter, and grub hoes will all sell for less. Crowbars have been reduced to $7.75 per 100 lbs., and Snap hand cleaner shows a slight reduction. Through increasing discounts, square cap, hexagon cap and set screws are lowered in price, the same being applicable to iron rivets and burrs. A slight reduction is announced by the makers of Winchester arms, all models of guns and rifles being revised. At the time of going to press the new prices on ammunition were not available, but it is understood that both Canadian and American makes are reduced, and new quotations will be announced within the next few days.

CROWBARS NOW $7.75 PER 100 LBS.

Montreal

A reduction of approximately 9 per cent. has been made in the prices of crowbars, these now being quoted at $7.75 per 100 pounds.

BARBED WIRE PRICES REDUCED

Montreal

In the announcement of a general reduction in wire and wire products last week, new quotations on barbed wire were not then available. A corresponding price decline is also made in this commodity, and following are new lower prices:

BARBED WIRE—Catch weights, when available, $4.60 per 100 lbs.

In 20-rod reels, per reel, 2 x 5 in., $3.65; 4 x 6, $3.90; 4 x 4, $4.25.

LOWER PRICES ON HAY WIRE

Montreal.

Annealed hay wire has new lower prices, the reduction being made in this as in other wire products. New quotations on the different gauges are as follows:

ANNEALED HAY WIRE—No. 13, $3.90 per 100 lbs.; No. 14, $4, and No. 15, $4.15.

CUT HAY WIRE, 6 ft. to 11 ft., per 100 lbs., No. 12, $4.80; 13, $4.90; 13*, $5; 14, $5.10; 15, $5.35; 16, $5.70.

SINGLE LOOP BALING TIES ALSO REDUCED

Montreal.

A corresponding reduction is also made in prices of single loop bale ties, and following are reduced quotations:

BALING TIES—No. 12 $4.80; 13, $4.90; 13½, $5; 14, $5.10; 15, $5.35; 16, $5.70.

Maritime provinces, 15 cents per 100 lbs. extra.

GALVANIZED PLAIN TWIST WIRE $5.50 PER 100 LBS.

Montreal

Galvanized plain twist is reduced in line with other wire, and is now quoted at $5.50 per 100 lbs.

COIL SPRING WIRE SHOWS A REDUCTION

Montreal.

Quotations on coil spring wire show a reduction, and following are reduced levels; No. 9, $4.15 and No. 12, $4.30 per 100 lbs.

NEW PRICES ON PLAIN GALVANIZED WIRE

Montreal

Following are the reduced prices on all gauges of plain galvanized wire, announced in the general reduction of wire and wire products:

PLAIN GALVANIZED WIRE— Per 100 lbs.—Nos. 3 to 8, $4.75; 9, $4.10; 10, $4.85; 11, $4.90; 12, $4.25; 13, $4.40; 14, $5.25; 15, $5.85; 16, $6.

BOILERS AND RADIATORS SHOW A REDUCTION

Montreal.

Current quotations on both hot water and steam boilers and radiators are revised, showing a reduction of approximately 12 per cent. on the various sizes and patterns in both commodities. Dur-

ing the past twelve months both boilers and radiators have undergone revisions at different periods, and manufacturers now claim prices are at bottom levels, when present day productive costs are considered.

Following are list prices and revised discounts:

Radiator list prices are for 1, 2 ,3, 4 and 5-column radiators per square foot.

45 in. to 38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in., $1.40; 16 in., $1.50; 14 in., $1.55; 13 in., $1.60. Discount 59 per cent. for hot water and 60 per cent. for steam.

Wall Radiators—5 ft., $1.25; 6 ft., $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05. Discount 56%.

Boilers—Round hot water boilers, low base only (high base discontinued); sizes from 0 to 10, 64 per cent. off list.

Square or sectional hot water or steam boilers, 15-in., 20 per cent.

For Ontario Government trimmings add 5 per cent.

Square or sectional steam boilers, 19 in. to 36 in.. 20 per cent.

Square or sectional water boilers, 19 in. to 36-in., 20 per cent. Ontario Govt. trimmings, 10 per cent. discount.

Round steam boilers, standard trimmings, 28 per cent. off. Ontario Government trimmings 25 per cent.

All prices f.o.b. Toronto, Montreal, Guelph, Hamilton, St. Catharines or Brantford.

BOLTS AND NUTS AGAIN REDUCED

Montreal

Revised discounts are announced on the various kinds of bolts and nuts, superseding the list of October last. A further reduction is recorded on all kinds, but varies to a considerable extent. Plow bolts are the only class not showing a decline in prices. Following are the new discounts:

BOLTS AND NUTS—

Discounts apply to standard list.

Carriage bolts ($1 list), 3/8 in. dia. and smaller, 6 in. and shorter, 47½ per cent.

Carriage Bolts ($1 list), 3/8 in. dia. and longer lengths, 40 per cent.

Carriage Bolts ($1 list), 7-16 in., dia., and larger, 40 per cent.

Machine Bolts, 3/8 in. dia. and smaller, 4 in. and shorter, 55 per cent.

Machine Bolts, 3/8 in. dia. and smaller, longer lengths, 42½ per cent.

Machine Bolts, 7-16 inch dia. and lrager, 42½%.

Sleigh Shoe Bolts, all sizes, 30 per cent.

Coach and lag screws, 55 per cent.

Bolt ends, 42½ per cent.

Square head blank bolts, 42½ per cent.

Plow bolts. 1, 2, 3 head, 35 per cent.

Plow bolts, others, 35 discount, plus 20 per cent.

Elevator bolts, large heads, 30 per cent.

Elevator bolts, corrugated heads, 60 per cent.

Fancy head bolts, 30 per cent.

Shaft bolts, ($3 list) 30 per cent.

Step bolts, large head, ($3 list) 30 per cent.

Whiffletree bolts, 30 per cent.

Tire bolts, 52½ per cent.

Stove bolts, 72½ per cent.

Nuts, 2 in. and smaller, square, blank, off net list, $1.25.

Nuts. 2 in., and smaller, square, tapped, 75 off.

Nuts 2 in., and smaller, hexagon.

Blank, 75 off.

Tapped, 25 off.

Hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

LOWER PRICES ON CLAY AND ROCK PICKS

Montreal

Quotations on both clay and rock picks are reduced, following being the revised prices:

PICKS—Clay or rock. 5 to 6 lbs., $7.25 doz.; 6 to 7, $8; 7 to 8, $8.75.

CRESCENT WRENCHES SLIGHTLY REDUCED

Montreal.

New prices are given on the Crescent pattern wrenches, a slight reduction having been made in the various sizes. Following are new prices:

CRESCENT WRENCHES—4 and 6 inch., $8; 8 in., $10; 10 in., $12.50 dozen.

MATTOCK PRICES ARE REDUCED

Montreal.

A reduction is made in quotations on both pick and cutter mattocks, and these are now quoted at $9.00 a dozen.

GRUB HOES ALSO SHOW A REDUCTION

Montreal.

In line with other picks and mattocks, grub hoes also show a reduction in price, and these will now sell as follows; No. 3, $6.75; No. 3½, $7.00 per 100 lbs.

SQUARE, HEXAGON & SET SCREWS AT REVISED DISCOUNTS

Montreal.

Through increasing the discounts on square and hexagon cap screws, and set screws, these will now sell for less. Square and hexagon cap are now quoted at less 50 per cent., set screws less 55 per cent.

HEXAGON NUTS SHOW A REDUCTION

Montreal

Finished and semi-finished hexagon nuts have new lower prices, a reduction of approximately 20 per cent. having been made.

WINCHESTER ARMS ARE SLIGHTLY REDUCED

Montreal

Rifles and guns of the Winchester make show a revision on the various models, with a slight reduction in most numbers. The reduction varies, and new prices will be supplied to the trade upon application to the jobbing houses .

REDUCTION IN CEMENT PRICES

Montreal.

As announced in the last issue, cement prices are now quoted at a reduction, effective from the first of the year. The decline is of varying extent on quantities, but is approximately 7 per cent. Current business is now seasonably quiet, but a revival of trade is looked for in the near future as a good amount of building is now under construction. Following are revised quotations:

CEMENT—

Car load lots, per bag, f.o.b. cars	$0 92
Per bag, delivered	1 00
Less car lots, per bag, f.o.b., yard	1 00
Per bag, delivered	1 10

Less 5 per cent.

Rebate of 20 cents for empty bags.

REVISION IN AMMUNITION PRICES

Montreal

New lower prices on both Canadian and American ammunition will be announced within the next few days. At the time of going to press revised prices were not available, but Hardware and Metal understands that manufacturers in both countries have new quotations almost ready to announce.

IRON RIVETS AND BURRS HAVE NEW DISCOUNTS

Montreal.

A silght reduction has been made in quotations on iron rivets and burrs. Discounts in each case have been changed from 50 per cent. to 52½ per cent. off list prices. Extras remain as formerly.

NEW PRICES ON THERMOS BOTTLES

Montreal

As announced in a former issue of Hardware and Metal, a reduction has been made in Thermos Bottles and Kits, effective from January 1st. Following are new prices on some of the well known lines:

THERMOS BOTTLES—6, $4; 6Q, $5.50; 11, $2; 11Q, $3.50; 14, $2.50; 14Q, $4.

FILLERS—61C, $1.25; 61QC, $2.25.

Discount 25 and 10 per cent.

SNAP HAND CLEANER AT SLIGHTLY EASIER LEVEL

Montreal.

Makers of Snap hand cleaner announce new lower prices. Three dozen to a box will now sell for $5.40 a case, and the 5 lb. pails at $9.60 a dozen.

PRACTICALLY NO INTEREST IN SCRAP METALS

Montreal

The scrap market fails to show any improvement, and dealers now look for a more or less dull period until the weather improves. The depressed feeling has been felt more in these markets than in other commodities, the only signs of a spurt being evident in October and November last. The increased interest was not for long standing, however, the winter weather closing in soon after. Following are nominal local quotations, which show no change:

Automobile tires	....	0 75
Rubber shoes	....	0 03
Yellow brass	....	0 05
Red brass	....	0 09
Light brass	....	0 03¼
Scrap zinc	0 03	0 03¼
Lead, heavy	....	0 04¼
Lead, tea		0 02½
Light copper	....	0 08
Heavy copper	....	0 10½
Wrought iron, R. Rd., No. 1 per gr. ton	....	10 50
Malleable scrap (ton)	....	8 00
Pipe scrap (ton)	....	6 50
Heavy melting steel	7 50	8 00
No. 2 busheling,	....	4 00
Boiler plate	....	8 00
No. 1 machinery cast	....	21 50

IMPROVEMENT LOOKED FOR IN IRON AND STEEL

Montreal.

Much the same can be said of the iron and steel market as in sheets. Although quietness is now apparent, there seems every indication of an improvement in the earlier months of spring. Stocks and prices are favorable for increased business over the past twelve months, and with the present price of $2.90 base on common bar iron, other lines in proportion, a favorable price footing is established for the next season's business. Little change has developed at primary sources, the seasonable quietness there also apparent. Following are local quotations:

Common bar iron, 100 lbs.	....	2 90
Refined iron	....	4 40
Irish finish machinery steel	....	2 95
Mild steel	....	2 90
Single reeled machinery steel	....	4 75
Band steel	....	2 90
Spring steel	....	4 50
Sleighshoe steel	....	2 90
Tire steel	....	3 10
Toe caulk steel	....	3 80
Harrow tooth steel, per lb.	....	3 05
Mining tool steel per lb.	....	0 22
Black Diamond tool and cast steel, per lb.	....	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

OPTIMISM AMONG SHEET DEALERS

Montreal

Although there is little activity at present on the local sheet markets, distributors are apparently fairly well satisfied with present outlook. With the closing weeks of the year, and the inventory period following, there is usually an extra dull showing in sales, and dealers do not consider present business any quieter than other years. Sales are small, but fairly numerous, present buying no doubt assisted by low dealer stocks who purchase in very small quantities.

On the whole conditions are thought to be on a much better basis than twelve months ago, and every indication points to an improvement. Local nominal prices are as follows:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 20
22-24 gauge	4 60	5 25
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 60
28 gauge	6 35	7 20
26 gauge	6 05	6 85
22-24 gauge	5 90	6 60
20 gauge	5 75	6 45
18 gauge	5 75	6 35
16 gauge	5 60	6 35
14 gauge	5 45	6 35
12 gauge	5 30	6 35
10 gauge	5 20	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 40	7 10
22 gauge	7 05	6 65
18-20 gauge	6 35	6 50

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$17 50
20 x 28 IC, 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s	17 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

ONLY SORTING DEMAND FOR PIPE FITTINGS

Montreal

Although trade in pipe fittings is generally quiet, there is still a fair amount of small sorting orders coming to hand. With the conclusion of the inventory period, brisker sales are anticipated, as dealers are then able to place their orders for complete requirements. Following are unchanged discounts:

FITTINGS—	
Cast Iron fittings	25%
Bushings, cast	27½%
Do., malleable	25%
Flanges	37%
Plugs	27½%
Flange unions	22½%
Malleable unions	42½%
Dart unions, black	33%
Do., galvanized	18%
Nipples, ⅛ to 4 in, close and short	50%
Do., long	60%
Do., 4½ to 8 in., close and short	40%
Do., long	50%
Couplings, 4 in. and under	30%
Do., 4 in. and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

METALS HAVE NOT OVERCOME HOLIDAY DULLNESS

Montreal.

The markets for ingot metals opened rather quietly after the New Year and prices generally are slightly easier than have been ruling recently. The fluctuations however are comparatively small and are probably due to the dullness which characterizes the holiday season and which is still more or less in evidence.

TIN.—Tin declined slightly in London during the week and as Sterling exchange is also a little easier, the market is somewhat lower. Stocks of this metal are still heavy and it is difficult to prophesy the future trend. Local market quoted at 38½ cents.

COPPER.—There is no particular change as far as New York is concerned, although activity is lacking in the market. London has declined slightly. It would appear as though the quiet period would be extended for a time. Local quotations are a little easier at 17¾ cents for electro, and 17 cents for casting, chiefly owing to the decline in New York exchange.

LEAD.—This metal is quiet but there is no sign of weakness and the southern market is perhaps slightly firmer. There is not likely to be any particular change in either direction in the near future. Local price now quoted is 7 cents.

SPELTER.—Spelter is also dull but the situation is fairly firm and with the present price of ore it would not be surprising to see price revisions in the near future. The production in the U.S.A. during 1921 was just about half of previous year with the result that stocks have been reduced considerably. Quotation unchanged at 7¾ cents.

ANTIMONY.—Although this metal has been displaying an easier tone in recent weeks, prices for the present are unchanged at 6¾ cents for Chinese, and 7¾ for high grade English.

ALUMINUM.—Aluminum continues the dullest metal on the list, but prices are this week remaining at 26 cents.

Toronto Markets

TORONTO, JAN. 5—The market reports this week are practically one long list of price recessions. Heading the changes is the new discount list on bolts and nuts. Carriage, machine, and miscellaneous bolts all record lower quotations, while the discount on stove bolts is also revised. Another substantial price development appears on cut nails, this change following the similar decline recorded last week on wire nails. A price decrease has also materialized on galvanized and barbed wire. Other easier prices are noted on clay and rock picks, crowbars, both pick and cutter mattocks, iron rivets and burrs, coach screws and alarm clocks. Some single-barrel guns, and the Ivor-Johnson make of revolvers are now priced at easier levels. Lower quotations have been announced on cement, while there have been similar recessions on radiators and boilers. The lower quotations anticipated during recent weeks on soil pipe and fittings have now developed. Revised discounts are also noted on the J.M.T. line of gate valves. Decreases are also looked for on both Dominion and American ammunition. The current markets in the steel industry are of a quiet nature, with the holiday and inventory periods adding to the seasonal dullness.

LOWER QUOTATIONS RECORDED MATTOCKS

Toronto.

Mattocks have been reduced in price, and are now quoted at $10.00 per dozen for both pick and cutter. This change represents a reduction of $1.50 per dozen, or approximately 12 per cent.

IRON RIVETS & BURRS ON EASIER PRICE LEVEL

Toronto.

New discounts appear on iron rivets and burrs, which reduce quotations on these products approximately 5 per cent. The revised discount is 52½, compared with the previous figure of 50 per cent.

LOWER QUOTATIONS ALSO APPEAR ON STOVE BOLTS

Toronto.

Quotations on stove bolts are also revised in the downward direction, in conjunction with changes which appear on other makes and styles of bolts. The new discount is 72½ per cent., compared with the previous figure of 67½. This reduction, therefore, is in the neighborhood of 16 per cent.

CROW BARS NOW REGISTER PRICE RECESSION

Toronto

A reduction of 50 cents per cwt. has been recorded in the current quotations on crow bars. These are now priced at $8.00 per 100 lbs.

SUBSTANTIAL PRICE RECESSION NOTED ON CUT NAILS

Toronto.

Following the recent decline in prices on wire nails, a fifty cent decrease is now recorded in quotations on cut nails. This revised level of $4.35 is f. o. b. Montreal, with carload rate of freight allowed on Toronto, Hamilton and London.

DECREASE IN GALVANIZED AND BARBED WIRE

Toronto.

In conjunction with recent easier price levels on wire and various wire products, both galvanized and barbed wire base prices record a similar decrease. The extent of the recession is between 10 and 11 per cent. The revised levels are as follows:

WIRE—

Galvanized	$4 10
Barbed wire	4 10

EASIER PRICE LEVELS NOTED ON CLAY PICKS

Toronto.

Lower quotations are also announced this week on clay and rock picks. The revised prices on these products are as follows:

PICKS—

Clay—5 to 6 lbs., per doz.	$ 7 80
Do., 6 to 7 lbs., per dozen	8 50
Rock—7 to 8 lbs., per dozen	9 25
Do., 8 lbs., per dozen	9 75

NEW DISCOUNT LIST NOTED ON BOLTS AND NUTS

Toronto

Among the numerous price developments recorded on the New Year markets, is the revision in discounts on bolts and nuts. Both carriage and machine, as well as miscellaneous bolts, appear with lower quotations through increasing the discounts. The revision is of varying extent on the different products. Both square and hexagon, black and tapped, are also noted with easier price levels. The complete list of changes is recorded on the current market quotation pages.

PRICE RECESSIONS NOTED ON RADIATORS AND BOILERS

Toronto.

Through increasing the discount quotations, the prevailing price levels on both radiators and boilers now register a more or less substantial decline. The average reduction of radiators is approximately 13 per cent. while the change on water and steam boilers is in the neighborhood of 10 per cent.

This revision to lower levels was generally anticipated as price shading in these products has been reported. The new levels are effective from January 1, 1922, it having been announced in recent market reports that the previous discounts would remain in effect for the balance of 1921. Following are the current quotations:

RADIATORS—

Revised radiator list prices are for 1, 2, 3, 4 and 5-column radiators per square foot.

38 in., $1; 32 in., $1.10; 30 in., $1.15; 26 in., $1.20; 23 in., $1.26; 22 in., $1.30; 20 in., $1.36; 18 in., $1.40; 16 in., $1.50 14 in., $1.55; 13 in., $1.60.

Discount on 2, 3, 4 and 5-column standard sizes, 59 per cent. for water and 60 per cent. for steam.

Discount on 1-column standard size, and 2, 3, and 4-column hospital sizes 51 per cent. for water and 52 per cent. for steam.

Discounts on 1-column hospital size, water, 33 per cent.; steam, 34 per cent.

Wall radiators—5 ft., $1.15; 6 ft., $1.10; 7 ft., $1.05; 9 ft., $1.05; 12 ft., $1.05. Discount 56 per cent.

BOILERS—

Water:

Round, 64 per cent. off list. Square, 15 per cent. off list.

Steam:

Round, 28 per cent. of flist; square, 15 per cent. off list.

REVISED DISCOUNT NOTED ON COACH SCREWS

Toronto.

Added to the long list of price recessions on the current hardware markets, are the easier quotations on coach screws. The discount on these products has been changed to 55 per cent.

EASIER PRICE LEVELS ON SINGLE BARREL GUNS

Toronto.

Easier prices are now recorded on single barrel shot guns. The revised price on the non-ejector type is $11.50, while the similar new quotation on single barrel guns with ejector is $11.85.

REVOLVERS ALSO HAVE SOME LOWER QUOTATIONS

Toronto.

The Ivor-Johnson make of revolvers now have lower prices. The new quotation on the safety hammer type is $11.00, while the hammerless revolver is now quoted at $12.00.

LOWER PRICES ON AMMUNITION

Toronto.

Some reductions are being contemplated on both Dominion and American ammunition. These revised price levels were not available at the time of going to press, but Hardware and Metal is informed that the new quotations are expected to be announced within a few days.

ALARM CLOCKS AGAIN SHOW PRICE REDUCTION

Toronto

Easier prices have been announced on several makes of alarm clocks. The Big Ben type is now quoted at $3.43, and also the Baby Ben at the same price. With the luminous dials, the new level on these products is $4.80. Other revisions are contained in the current market quotation pages.

LOWER PRICES ON CEMENT

Toronto.

Lower prices on cement have now materialized, the extent of the reduction being in the neighborhood of 9 per cent. Quotations on barrels in car load lots have been lowered to $3.70, while the price on single bags has been reduced to $1.10.

The trend of the market has been easier during the last few weeks, building activities being of a moderate nature at this season of the year, while stocks of cement are described as fairly heavy. The current revisions are as follows:

CEMENT—Car load lots.	Toronto.
Per barrel	$3 70
Per barrel, f.o.b. yard	4 30
Per barrel, delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

LOWER PRICES QUOTED ON SOIL PIPE AND FITTINGS

Toronto

The anticipated readjustment in the local quotations on soil pipe and fittings has now materialized. The revised price levels, however, are still somewhat above the quotations which have recently prevailed in eastern markets, but it is stated that the current changes are in keeping with present production costs, and that other levels indicate an unusual situation. On some sizes of pipe a decrease of 25 per cent. is noted, while the local quotation on fittings is now 50 and 10 per cent., compared with the previous figures of 40 and 10. Following are the latest revisions:

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

QUIET MARKET ON SHEETS

Toronto

Prices on steel in a semi-finished condition such as sheet and plates, remain generally unchanged on both the primary and domestic markets. Following the holiday period, when an absence of the usual moderate inquiry was recorded, the current quiet conditions are evident during the inventory season. It has been pointed out in Southern distributing circles that a "buyers' market" is generally looked for during the following months, but expressions for the New Year are generally of a hopeful nature. Following are the local average quotations:

BLUE ANNEALED—

10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65

BLACK—

18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 60	7 10
22 gauge	7 25	6 75
18 and 20 gauge	7 10	6 60
Premier and Apollo.		
10¾ oz.	6 25	7 00
U. S. 28 base	5 85	6 60
U. S. 26	5 55	6 30
22 and 24	5 40	6 15
18 and 20	5 25	6 00
16	5 10	5 85
12 and 14	4 95	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 shets	9 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

REDUCED PRICES ON UNION TOOL PRODUCTS

Toronto

A general revision to lower price levels has been announced by the manufacturers on Union Tool Co.'s line of products.

SHADING OF RANGE BOILER PRICES NOW GENERAL

Toronto.

While practically all manufacturers and distributors of range boilers still

claim to be maintaining prices at the nominal list recently introduced, it is generally being recognized at the same time that boilers can be purchased at varying quotations below those levels. As one dealer summed up the current situation when discussing this subject with Hardware and Metal, "business is quiet in these products just now, and we are not passing up any possible orders for the sake of a few cents. We find that boilers are being sold at prices slightly below the nominal lists, and we, of course, have to meet this kind of competition."

WROUGHT PIPE MARKET AT MODERATE LEVELS

Toronto.

Quotations on wrought piping are now covered by List No. 54, which became effective during the latter part of December. The revision averaged a price decline of around 8 per cent., and is calculated to place this market on a substantial basis for current trade in the early months of the year. Prevailing business is described as fair for this season, while production is still recording a moderate rate.

REVISED DISCOUNT RECORDED ON GATE VALVES

Toronto.

Current prices on valves and compression work are mostly stationary at the recently revised levels, with the exception, however, of the J. M. T. line of gate valves. The discount on these products has been revised, with the result that prices are now 10 per cent. lower than formerly. Business in these products is described as quiet, a condition which is considered more or less usual at this season of the year. Many firms have been engaged upon the annual inventory, and consequently little variation in the prevailing degree of market activity has been recorded. Following are current changes:

COMPRESSION GOODS—	
Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	32%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Round-way stop and waste cocks, standard	46%
Brass steam cocks, standard	40%
Globe, angle and check valves, standard	20%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins Gate or straightway	25%
Jenkins Globe	19%
Radiator valves, standard	58%
do., removable disc	58%
Emco. Check Valves	20%
Webber gate valves	25%
Emco Globe valves, ¼" to 2"	30%
Do., Do., Do., 2½" to 3"	20%
BASIN COCKS—	
No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	43%

BASE PRICES ON BAR IRON AND STEEL UNCHANGED

Toronto.

The local market for bar iron and steel continues of a quiet nature, with only a moderate degree of trade. The seasonal dullness has been more or less extended by reason of the inventory period. Dealers generally, however, remain more cheerful over the outlook in the industry, preparations being reported under way for much structural work later in the year. As far as prices are concerned there appears to be no definite movement towards further change, with quotations on the basic markets being fairly steady at recent levels. The following are the average current local prices:

IRON AND STEEL—		
Mild Steel bars, base	3 00	3 25
Mild steel bands, 3-16 in. base	3 50	3 75
Bar iron, base	3 00	3 25
Angle iron, base	3 10	3 35
Horseshoe iron	3 75	4 10
Tire steel	3 50	3 75
Spring steel	5 50	6 00
Sleigh shoe steel	3 00	3 25
Hoop steel	3 75	4 25
Norway iron	12 50	15 00
Toe caulk iron	4 00	4 50
Crucible cast sheet steel	30 00	35 00
Mining drill steel	.. ..	18 50
Cast tool steel, high grade	20 00	23 00
Cast tool steel, medium	30 00	36 00

CHANGE IN PRICES ON PENBERTHY BRASS VALVES

Just as Hardware and Metal goes to press, a downward revision is announced in quotations on the Penberthy line of brass valves. The changes in discounts are contained in the current market quotation pages.

LITTLE INTEREST DISPLAYED IN SCRAP MATERIALS

Toronto.

Prices on waste materials have been showing encouraging steadiness as a rule in the face of the suspension of buying by consumers, and even by dealers.

The scrap iron and steel market is in a waiting position. All descriptions are unchanged in price.

Non-ferrous scrap has moved in relatively brisk fashion, some dealers stocking up at unchanged prices despite falling off in demand. Other scrap metals are dull.

The following are averages of dealers' buying prices for large quantities:

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	12 50	13 50
Grate bars	11 50	12 50
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 50
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 25	3 75
Heavy yellow brass	5 50	6 50
Heavy lead	4 00	4 50
Tea lead	2 00	2 50
Scrap zinc	4 00	4 50
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	2 50	3 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

ONLY MODERATE TRADE IN INGOT MARKETS

Toronto

Quotations on the ingot markets in general are nominally unchanged. Copper prices remain unchanged at the recent higher levels, although the usual reports of slightly easier prices for spot delivery are prevalent. The undertone to the tin market continues firm, with trade of a moderate nature in general, and other ingots displaying nominal levels.

COPPER.—The copper market maintained a dull attitude over the holidays, but quotations on both primary and domestic markets remained steady. The undertone continues of a firm nature, with only minor transactions recorded. The local prices remain unchanged between 17½ and 18 cents.

TIN.—A fair proportion of tin is reported to have recently been purchased for current delivery, and this development tended to again firm up the tin markets. Fluctuations in this metal continue, with consumers confining their purchases to very moderate quantities. Local quotations are firm at the recent higher level of 39 cents.

LEAD.—Owing to lack of demand, prices on lead have registered some easier levels from the official figure. This condition, however, is not general, and the primary situation is steady, with local prices also unchanged at $6.75.

SPELTER.—There is no considerable activity in this market, the holiday season having recorded a quiet period. The market is nominally unchanged, with the buying policy being still restricted to the hand-to-mouth principle prevalent during the recent months. The local quotations are generally holding at $7.25 .

ANTIMONY.—Sellers are reported to be showing very little anxiety although current stocks are said to be fairly large. The demand is still slack, but the general tone is fair. Prices locally continue between 8 and 10 cents.

ALUMINUM.—This market remains devoid of any new features, and the dull period continues with prices unchanged. The local quotation remains at the 27 cent level .

EASIER TENDENCY NOTED IN CORRUGATED SHEETS

Toronto

An easier tendency has been recorded in the market for corrugated sheets, with some dealers admitting the possibility of slight downward revisions materializing early in the New Year. This situation is generally attributed to the lead recently taken as regards lower prices on galvanized sheets, coupled with the similarity of previous developments in these markets.

Corrugated—	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

London Markets

LONDON, JANUARY 5.—Another large number of price recessions commence the New Year hardware market reports. Revisions to lower levels appear on steel butts, heavy tee and strap hinges, hose nozzles, hose couplings, the Yale line of padlocks and also night latches, alarm clocks, picks, mattocks, crow bars and hammocks.

Business in this district during the holiday week has generally been of a dull nature. Travellers are not yet back on their territory, and wholesalers report that mail orders are light. Fair business, however, is generally expected during January, and especially in the early Spring months, as it is recognized that present hardware stocks are low.

LOWER QUOTATIONS NOTED ON STEEL BUTTS

London, Ont.

New prices, approximately 5 per cent. lower, have now been announced on steel butts. Following are the revised levels being quoted locally:

STEEL BUTTS—
Loose pin steel butts, No. 804, list, less 15%
Loose pin steel butts, No. 840, list, less 10%
Narrow riveted butts, No. 838, list less 5%
Narrow riveted butts, No. 800, net list.

PRICE RECESSIONS ON HEAVY TEE AND STRAP HINGES

London, Ont.

Price developments are now recorded on heavy tee and strap hinges. The downward revision is approximately 5 per cent. The new lower prices follow:

HINGES—	Heavy Tee.	Heavy Strap.
4 inch, doz. pairs, ...	1 50	1 80
5 inch	1 90	2 20
6 inch	2 15	2 40
8 inch, ...	2 40	3 20
10 inch	4 30	5 70
12 inch	6 90	7 10
14 inch	7 50	8 05

HOSE NOZZLE QUOTATIONS ON REDUCED LEVEL

London, Ont.

New lower prices have been announced on hose nozzles for Spring booking. The revised net quotations are as follows: Simplex, $8.25 per dozen.
Mystic, $7.75 per dozen.

LOWER PRICES NOTED ON BRASS HOSE COUPLINGS

London, Ont.

Quotations on brass hose couplings also record a downward revision this week. The new prices now in effect for present and Spring delivery, are as follows:

HOSE COUPLINGS (brass)—½ inch, $1.75 doz.; ⅝ inch, $1.75; ¾ inch, $1.80; 1 inch, $4.25; 1¼ inch, $11.25.

YALE NIGHT LATCHES RECORD EASIER LEVELS

London, Ont.

A reduction of approximately 15 per cent. has now been announced in the current price levels on Yale night latches. Following are the new net prices in effect locally on some of the regular numbers:

NIGHT LATCHES—No. 26, $5.85 doz.; No. 33, $15.75; No. 34, $18.80; No. 34X, $18.80; No. 37, $21; No. 42, $31.05; No. 343, $38.

WEATHER STRIP SALES NOW ON THE INCREASE

London, Ont.

Weather strip sales are now increasing with the advent of cold weather. The seasonal demand for this product is now under way, and a fair movement is generally reported. Quotations are as follows:

WEATHER STRIP—
Frost King Felt.
Per doz. pkgs. 5 00
Wood and Felt.
No. 60, list, per foot 0 05
No. 61, list, per foot 0 05
No. 61½, list, per foot 0 07
No. 64, list, per foot 0 10
Less 45 per cent.

SUBSTANTIAL REDUCTION ON YALE PADLOCKS

London, Ont.

New prices averaging about 15 per cent. lower than formerly now appear on the Yale line of padlocks. Following are some of the local net prices figured at the revised levels:

YALE PADLOCKS—No. 115X, $3.80 doz.; 215, $8.50; 223, $6.40; 225, $8.50; 235, $8.50; 326, $9.70; 463X, $2.30; 455X, $3.30; 563, $13; 565, 15.60; 645J, $4.60; 805F, $14.70; 813, $16.80; 833, $20; 843, $22.35; 853, $25.65; 9465J, $3.90.

HAMMOCK QUOTATIONS SHOW RECESSION FOR SPRING

London, Ont.

Th new prices now announced on hammocks for Spring delivery, are approximately 7½ per cent. lower than the previous quotations. This revision is another of the timely price announcements on the current hardware markets.

DECLINE IN PRICES ON ALARM CLOCKS

London, Ont.

Included among the lengthy list of price revisions this week are alarm clocks, which products record a drop varying between 5 and 10 per cent. Following are the revised net quotations on some popular lines in this district:

ALARM CLOCKS—	Small lots.	Doz. lots.	2 doz. lots
Big Ben, each ...	3 43	3 30	3 23
Big Ben, luminous ..	4 80	4 62	4 52
Baby Ben	3 43	3 30	3 23
Baby Ben Luminous .	4 80	4 62	4 52
			4 doz. lots.
America	1 37	1 32	1 29
Sleepmetre	2 06	1 98	1 91
Lookout	1 88	1 82	1 72

PICKS, GRUB HOES, AND CROW BARS ALL REDUCED

London, Ont.

All kinds of picks now record reduced prices. This change affects such products as clay picks, rock picks, mattocks, grub hoes, crow bars and wrecking bars. Following are the revised quotations:

CLAY PICKS—5-6 lb., $7.50 doz.; 6-7 lb., $8.25; ⅞ lb., $9.

ROCK PICKS—5-6 lb., $7.50 doz.; 6-7 lb., $8.25; ⅞ lb., $9.

MATTOCKS—5½ lbs., $9.25 doz.; 6 lb., $9.75.
GRUB HOES—3-lb., $6.75; 3½ lb., $7.25; 4 lb., $7.75.

CROW BARS—$7.75 per 100 lbs.

WRECKING BARS—18 in., $2.75 doz.; 24 in., $4; 30 in., $4.75; 36 in., $5.75.

REVISED NET WIRE PRICES

London, Ont.

The new net prices on oiled and annealed wire, figured at the revised base price of $3.80, as announced in last week's issue of Hardware and Metal, is as follows:

No. 11, $4.07 per 100 lbs.

No. 12, $4.15 per 100 lbs.

Hay baling wire, No. 14, gauge, is now priced at $4.20 per cwt.

Winnipeg Markets

WINNIPEG, JANUARY 5.--Additional price revisions are again noted in the hardware markets, the easier prices on wrought iron pipe, attracting particular attention. Another feature in this week's changes are the lower prices on enameled ware, galvanized ware, stamped and pieced tinware, also japanned ware. Other lines quoted at lower levels are cold drawn machinery shafting, Bailey pattern and Stanby planes, and "Yankee" tools.

EASIER PRICES ANNOUNCED ON "YANKEE" TOOLS

Winnipeg.

A downward revision has also been announced in prices on "Yankee" tools. The many lines are now selling at 5 to 10 per cent. lower than formerly.

REDUCED PRICES NOTED ON BAILEY PATTERN PLANES

Winnipeg.

Among the price recessions noted on the current hardware markets are easier quotations on the Bailey pattern iron planes. Following are some of the revised prices on these products.

PLANES—P3, $2.75 each; P4, $3; P4½, $3.55; P5, $3.55; P5*, $3.90; P6, $4.40; P7, $5.05; P8, $6; 3G, $2.90; 4G, $3.15; 5G, $3.60; 6G, $4.65; 7G, $5.30; 8G, $6.30.

REVISED DISCOUNTS APPEAR ON WARE PRODUCTS

Winnipeg

New lower prices are quoted this week on all wares such as enamel ware; stamped ware, galvanized ware, japanned ware and pieced tin ware.

Following are the new discounts:

WARES—
Pearl 30 and 2½ per cent.
Diamond, 10 per cent.
White, 50 per cent.
Decorated, 7½ per cent. advance.
STAMPED WARE—
Plain, 40 and 15 per cent.
Retinned, 40 and 76 per cent.
Galvanized wash tubs, light and heavy 15% adv.
Galvanized Buckets, 37½ per cent. adv.
Galvanized buckets with copper bottoms, 45 per cent. advance.
Pieced tinware, 37½ per cent. advance.

DOWNWARD REVISION IN PRICES ON STANLEY PLANES

Winnipeg

Lower quotations are noted this week on the Stanley make of planes. Prices on all styles are now substantially lower, as can be verified by some of the following new figures:—

STANLEY TOOLS—

PLANES — Bed Rock 603, $3.55 each; 604 $3.85; 605, $4.40; 606, $5.60; 607, $6.40; 608, $7.60.

Iron—3, $3.15 each; 4, $3.45; 4½, $3.90; 5½, $4.40; 6, $5.05; 7, $5.80.

Adjustable—5C, $4.15; 5½C, $4.65; 6C, $5.30; 7C, $6.05; 8C, $7.25; 101, 35c; 110, 90c; 130, $1.35; 102, 65c; 103, 90c.

EASIER PRICE LEVELS ON MACHINERY SHAFTING

Winnipeg

A reduction in prices is recorded this week on cold drawn machinery shafting. Following are the latest quotations.

SHAFTING—3-16, $8.20 per 100 lbs., ⅜, $8.20; 7-16, $7.70; ½, $7.70; 9-16, $7.70; ⅝, $7.40; ¾, $7.40; ⅞, $7.23; 1, $7.23; 1⅛, $7.15; 1¼, $7.15; 1⅜, $7.15; 1½, $7; 1¾, $7; 2, $7; 2¼, $6.75; 2½, $6.75.

NEW LIST PRICES ON WROUGHT PIPING

Winnipeg

As pointed out in a recent issue of Hardware and Metal, new lower quotations have appeared on wrought piping. The revised list quotations—No. 54—are now available as follows:

BLACK PIPE

F.O.B.	Winnipeg	Calgary, Edmonton, Lethbridge & Medicine Hat.	Saskatoon.	Regina.	Brandon.
		(Add to Winnipeg price.)			
⅛	$ 6.25	$ 0.28	$ 0.20	$ 0.17	$ 0.11
¼	4.96	0.47	0.34	0.30	0.19
⅜	5.10	0.60	0.45	0.40	0.26
½	6.56	0.94	0.67	0.59	0.38
¾ ...	7.90	1.25	0.90	0.79	0.51
1	11.27	1.85	1.34	1.17	0.75
1¼ ...	15.25	2.51	1.80	1.57	1.00
1½ ...	18.25	3.01	2.15	1.88	1.21
2 ...	24.55	4.04	2.88	2.52	1.62
2½ ...	38.80	6.40	4.60	4.02	2.68
3 ...	50.80	8.38	6.03	5.28	3.39
3½ ...	65.50	10.12	7.20	6.30	4.05
4 ...	77.60	11.97	8.53	7.46	4.80
4½ ...	88.85	13.91	10.04	8.75	5.62
5 ...	103.60	16.30	11.60	10.15	6.52
6 ...	134.40	21.10	15.00	13.14	8.44
7	197.25	26.14	18.62	16.28	10.46
8L ...	207.25	27.50	20.00	17.50	11.25
9 ..	290.40	37.60	26.96	23.59	15.16
10L ...	269.60	35.20	25.60	22.40	14.40

GALVANIZED PIPE.

⅛ ...	$ 8.50	$ 0.28	$ 0.20	$ 0.17	$0.11
¼ ...	7.48	0.47	0.34	0.30	0.19
¼ ...	7.63	0.62	0.45	0.40	0.26
½ ...	8.50	0.94	0.67	0.59	0.38
¾ ...	10.10	1.25	0.90	0.79	0.51
1 ...	14.53	1.85	1.34	1.17	0.75
1¼ ...	19.67	2.51	1.80	1.57	1.00
1½ ...	23.50	3.01	2.15	1.88	1.21
2 ...	31.65	4.04	2.88	2.52	1.62
2½ ...	50.00	6.40	4.60	4.02	2.68
3 ...	65.45	8.38	6.03	5.28	3.39
3½ ...	83.20	10.12	7.20	6.30	4.05
4 ...	98.50	11.97	8.53	7.46	4.80
4½ ...	113.20	13.91	10.04	8.75	5.62
5 ...	132.00	16.30	11.60	10.15	6.52
6 ...	171.25	21.10	15.00	13.14	8.44
7 ...	....	26.14	18.62	16.28	10.45
8 ...	.....	27.50	20.00	17.50	11.22

SLIGHTLY EASIER TONE IN PIPE FITTINGS

Winnipeg.

Although there seems to be a slightly easier tone in pipe fittings, prices have not changed, as yet, and sales have fallen off considerably during the holiday season. The revised prices are given on the market quotation pages.

Pittsburg Markets

PITTSBURGH, January 5.—The finished steel markets have been altogether inactive in the past week, thus being true to all the precedents. The influence is not so much the holidays, as the annual inventory.

As is to be expected in a quiet market, there have been no price developments. The last important changes in prices were in connection with the reductions the Steel Corporation made, December 15 on tubular goods, and December 22 on wire products. These reductions did not represent corresponding declines in the open market, as the market had declined more or less by way of independents cutting the nominal prices. Since the corporation put out its new prices the markets on these lines have been very steady, the independents not having started any fresh price cutting. Quite possibly they will not do any cutting in the near future, as the new prices are very low, relative to the cost of production.

Finished Steel Market

The finished steel market having stood still long enough to be counted, following may be regarded as regular market prices: Bars, shapes and plates, 1.50c.; hoops, bands and hot rolled strips, 2.00c.; plain wire, 2.25c.; galvanized wire, 2.75.; wire nails, $2.50; standard steel pipe, 71 per cent. basing discount; blue annealed sheets, 2.25c.; black sheets, 3.00c.; galvanized sheets, 4.00c.; tin plate, $4.75.

Varying degrees of firmness are exhibited by the different markets. Bars, shapes and plates sometimes bring a little over 1.50c., particularly in carloads, while on a distinctly large lot 1.50c., might be shaded. Strips would probably be shaded on a large lot, but the test does not come as orders are in very small lots. Wire products are very firm, and this seems to be the case with pipe. The blue annealed sheet quotation of 2.25c., is probably firm with the jobbing mills, while the heavier gauges would be sold by plate mills at a lower price. Black and galvanized sheets are phenomenally rigid at 3.00c. and 4.00c. respectively. Tin plate is quite steady, but of course some large buyers can secure slight concessions, this having been the usual thing in the tin plate market.

Future of Prices

As to the future of steel prices, it is very easy to argue that prices will have to be higher, and therefore very many do so. Present prices are at around the cost of production, and some say they are below the cost of production. One is not observant, however, if he does not see that the whole iron and steel producing trade has passed into a period, probably of several years duration, in which there will be close competition and not enough demand to take care of all the productive capacity. This does not mean that demand will not be fairly large or that the country will not be busy, the point being simply that the producing capacity has grown disproportionately. For the country to give work to the entire iron and steel producing capacity it would have to curtail many of its other activities and take to consuming iron and steel instead, or would have to find many new ways in which to use iron and steel.

That is, demand can be large from the viewpoint of buyers and still be small from the viewpoint of sellers, therefore there will probably be a "buyers' market" for several years, and it will not be easy to get the price of any commodity up, once it has gone down. Quite possibly there will be a number of paper advances, by the mills filling up for a few months at strenuously competitive prices and then advancing their asking prices until the orders are worked off. That is a very old practice, and even in the past few months it has been seen in some commodities, particularly sheets. Somewhat the same thing was attempted in hoops two or three months ago, sales being made at around 2.00c., the mills afterwards all advancing to 2.25c., but in a short time they began selling at 2.00c. again.

Such developments seem to suggest that when men get down to actual trading very close prices have to be made, and when that is the case in coke there is no reason to suppose it will not be the case in pig iron and in steel products generally. In the past six years the seller has had the upper hand.

MUCH LIQUIDATION OF HARDWARE

(Continued from page 44)

activity in recent weeks and present prices are expected to be maintained. Tin is of course a highly speculative market, the forces controlling the output and marketing of tin being a most exclusive ring. Spelter is showing signs of strength and zinc producers seem to have the situation well in hand with higher prices expected in the new year. Lead is in an uncertain position and it is interesting to note that while December is generally a quiet month for this metal that more lead was sold in the first two weeks of December than during the entire month of November. These are but brief indicators of the trend of the metal markets.

Taking the situation as a whole it would seem that the hardware trade is on a fair way toward recovery of normal business at a fair profit. There will be some further adjustments due to importing into this country of various hardware lines at prices which represent a loss even on to-day's production costs, and due to other influences, but it is generally conceded that the pendulum has had its big swing up and back and that the adjustments yet to be made will be comparable to the settling down movement after the abnormal trend of the last five years.

Paint Prices are Back to 1918 Levels

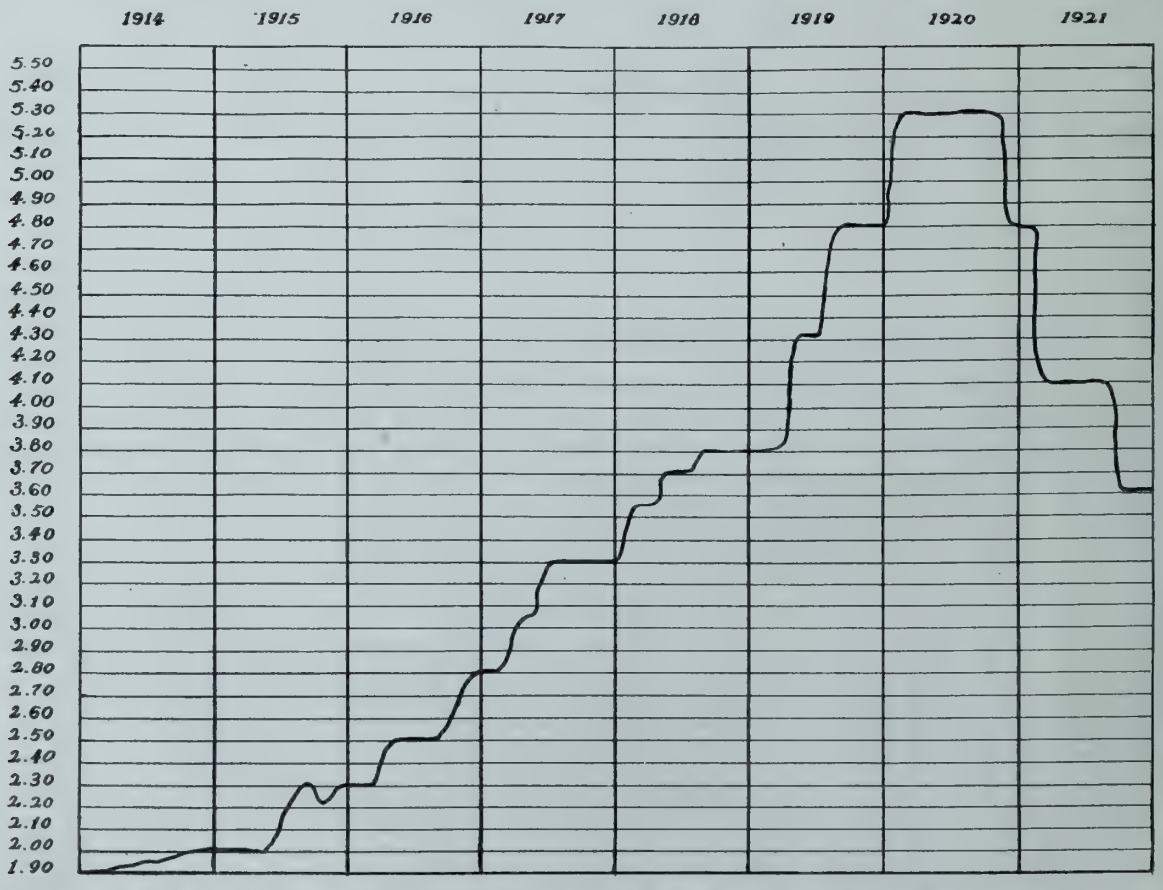
Percentage of Increase Recorded in War Period More Than Cut in Half Through Recessions Announced During 1921—Liquidation in Paint Industry Represented by Price Chart Covering Ready-Mixed Colors—Primary Cost Elements Still Above 1914 Standards

ANY comparison between the prevailing cost of paint and the high price levels which were recorded in 1920, merely tends to place other substantial arguments within the reach of the retail merchant in connection with this vital problem of comparative values. Therefore, in aiming to make 1922 the greatest year in the history of the paint industry, such additional legitimate selling points are available in various instances.

In representing the average price tendency on paint and allied products, any popular line supplies a more or less accurate basis for general application. The price chart reproduced herewith, indicates the net quotations to the trade on high-grade ready-mixed colors throughout the past eight years. In

(Continued on page 58)

Liquidation in Paint Industry



Above chart represents the average prices prevailing throughout the last eight years on a high-grade ready-mixed paint. It clearly shows that the general quotations on paint are now back to the levels which prevailed during the Spring of 1918. Substantial declines are evident since the high peak was reached in 1920. The present prices are only 80 per cent. higher than pre-war standards, while the inflation of fifteen months ago represented an advance of 165 per cent. over Aug. 1, 1914.

SERVICE

CONFIDENCE

FAIR DEALING

The Unwritten Advertisement

ONE DAY about noon I dropped in on one of our "High Standard" Agents for a short social visit, and while there he handed me an order for ten gallons of Paint.

"Nice little sale?"

"Sure is."

"This order is the result of the cheapest and most effective advertising you ever had at that."

"Is that so? How's that John?"

"Oh, just the wagging tongue of a satisfied customer to a friend."

He gave me in three very brief minutes a thought that is well worth passing on.

The wagging tongue of a satisfied customer! True enough—it is the cheapest, surest business building advertisement a Merchant or Manufacturer can enjoy. But, let us not forget the tongue of the dissatisfied customer. Conversely, it is the costliest and most destructive of advertisements.

To secure *satisfied* customers thru the exercise of the highest business principles and practices and to *hold* them permanently is your job and our job. Your job in the case of the Consumer. Our job in your case.

We strive hard—but whether we have succeeded or not you may judge from inquiry and *comparison*.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered.

The Brush Department

Brush Department Plans For 1922

Cleaning Up of Old Stocks After Inventory And Replenishment With Fresh Stock of Adequate Range of Brushes Necessary Before Fresh Start Can Be Made For 1922

AS SOON as inventory time is over and it is known exactly how the brush stock stands, plans can be made for clearing out any stock which shows signs of shop wear and replenishing with new stock. Recent buying has been light due to the pending inventory and the desire to have low stocks at this time, but with the slate cleaned for a fresh start in 1922 some new plans may be brought into effect to good advantage in the brush department.

The merchant who has followed the plan of keeping the brushes in a drawer where they soon take on a shopworn appearance through being jostled about, and where they make no inviting display, will find it advantageous to make an attractive display and to sell stock largely from the display. By following this plan no stock will be exposed long enough to undergo any damage and the reserve stock kept in drawers will not be damaged by being constantly turned upside down to find what is wanted.

Many attractive display ideas have been outlined in past issues of Hardware and Metal which enable a wide range of brushes to be shown effectively without damaging them. When the stock has been brought up to proper volume in various grades and sizes to take care of local trade then the question of plans for stimulating local opportunities must be taken up. In this connection there is always much room for the education of the housewife concerning the use of various labor-saving brushes provided for use in the home. Many women are wasting much time and energy cleaning various parts of their homes which could be much facilitated by the use of a brush specially designed for the purpose. The best way to achieve this result is to get the housewife into the store and then have her attention directed toward a group of brushes. This should be accompanied by some explanatory talk concerning the particular use for which the various articles are designed and the amount of time and energy which their employment will save. The latter are most important points to consider when attempting to "sell" a woman customer.

The whole theme of the selling talk, advertisements and displays in the store and window should be education along the line of the uses for which the existing wide range of brushes is designed, and linking up the idea that a fresh and complete stock is available for the customer's scrutiny.

BOSTON VARNISH CO. SALES CONVENTION

Departing from the usual custom of holding general conventions, involving the attendance of the whole sales force, the Boston Varnish Co., Boston, Mass., manufacturers of Kyanize Varnishes and Enamels, this year, conducted regional or divisional meetings.

It was felt that no conventions in the history of the company were ever attended with more enthusiasm and more genuine interest than these two of the East and West. The convention plans, at both places, were laid down along novel and unusual lines. First, the products themselves, were thoroughly tested and their merits discussed by each salesman. During these "personal application sessions" the Eastern salesmen were assembled in one of the large rooms of the new factory, and facilities were provided whereby each salesman had a bench individually assigned to him, with test panels whereon he could apply and experiment with each individual product on the list. One of the features was accomplished by providing each of the salesmen with an apron on which was boldly painted one of the letters in the words "Kyanize Products."

Both the Eastern and Western conventions were so arranged that the morning sessions were given over to a personal, first-hand acquaintance with the products, both old and new, by every salesman present. The afternoon session of the first day confined itself to a thorough presentation of the company's selling policies and matters of general organization interest. On the second afternoon a complete presentation of the new advertising plans for 1922 was released to the men. Each salesman was presented with a unique style of portfolio, wherein the full scope of the advertising plans was exhibited. New display matter for the dealer's window and store was also shown.

In concluding the sessions at both points the general business situation was analyzed in detail by the executives of the company and the plans, for meeting these conditions and for making "1922 the greatest Paint and Varnish Year" were emphatically put forth and enthusiastically received by the men.

F. M. BAKER

Toronto, local manager T. S. Simms and Co., brush manufacturers, who headed the polls for re-election as alderman in Ward Eight, Toronto, in the municipal elections.

PAINT PRICES BACK TO 1918

(Continued from page 52)

compiling this diagram, the price levels were taken from file copies of Hardware & Metal. These supply—in compact form—a brief synopsis of the service contained in the current weekly paint market quotation pages, as well as a summary of costs recently experienced in the paint industry.

Increases During War Time

Similar arguments undoubtedly apply to the majority of other paint products such as flat wall colors, ready-mixed white, porch and floor paints, and also enamels and varnishes. The trend of quotations on ready-mixed colors serves as a fair and reliable foundation of the average tendency and is indicative of developments which have occurred in the ratio of rise and fall from time to time.

In studying the diagram, it is observed that there was practically no change at all in paint quotations until June 1915. This was almost a year after the commencement of the war; while during the following four years, the changes were of a minor nature composed of numerous small advances. Frequent revisions in existing price levels were announced, but the trend was always upward, thus reflecting the steady rise in the cost of raw materials and production levels.

Highest Point Reached In 1920

In 1919, two marked increases were recorded, to be followed by another substantial boost early in 1920, which brought quotations up to the highest point, that of $5.30 per gallon. Within the last fourteen months, three reces-

(Continued on page 58)

Boeckh's Brush News

Seven Brushes for A Young Man's Kit

The following is an extract from an article by the Rev. Byron Stauffer:

A young fellow from Orillia asks me for advice on what he calls "minor matters" pertaining to success in the big city.

"You may cut out the usual ministerial dope about purity, sobriety and honesty," he writes, "for with the young man of the gospels I can say, 'All these things have I kept from my youth up.' What I want is to save valuable time by securing a few tips on catching the eye of some big man of the business world and thus get into the game quick."

Here goes then.

I earnestly advise the immediate purchase of seven brushes: Tooth Brush, Shaving Brush, Shoe Brush, Hair Brush, Clothes Brush, Flesh Brush and Hand Brush. By the faithful use of these seven tools, I would keep neat.

I would shave every morning without skipping even once a year. Don't make the excuse that you have an exceptionally tender face. Keep your razor sharp, rub in the lather well, steam the face with a hot towel and shave once over. But don't you ever go downtown with your chin looking like the autumn stubble fields of your native county of Simcoe.

Go and have your nails manicured just once. Watch the procedure carefully; then buy a manicure outfit and go to it.

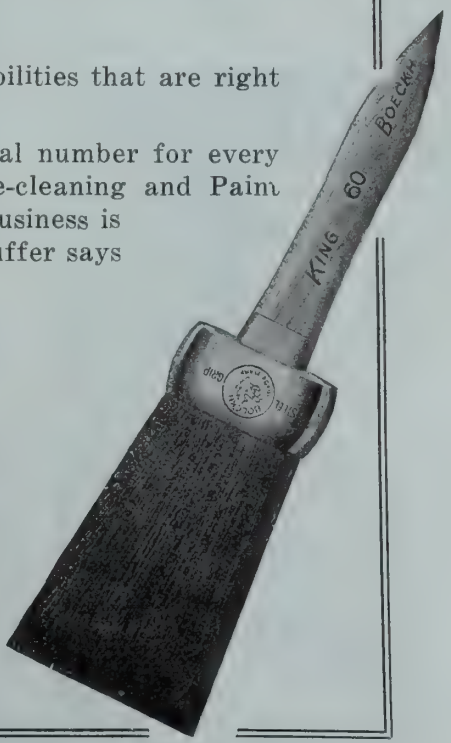
It does not cost much to keep neat after these few initial expenditures and the first effort of establishing the habit.

Cause Miss Nimble-Fingers of your office staff to remark that the Orillia chap always looks as if he had just emerged from a band box.

Young fellow from Orillia, I salute you! From your very questions, I know you'll do.

The above will call to your mind the many possibilities that are right in your midst for the sale of Brushes.

Seven Brushes for the young man means an equal number for every member of the family, with the necessary house-cleaning and Paint Brushes added. This opportunity for increased business is right at your door all the year round—as Mr. Stauffer says "GO TO IT."



THE
BOECKH COMPANY, Ltd.
Toronto - - - Canada

Established 1856

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, January 5.—The opening week of the year has brought little or no change in any of the paint markets. Prices on all products are continuing unchanged, with the undertone in practically all markets displaying a fair amount of firmness, notwithstanding the usual dullness at this season. Linseed oil is very quiet, but owing to the steady flax seed market in recent weeks, and a slight recession in cake and meal prices, oil quotations are fairly firm. Turpentine in primary circles is still on a strong footing, with practically no change from last week. Locally this product remains quiet, but an improvement is now anticipated after the turn of the year.

Window glass prices are somewhat firmer owing to increased transportation rates since the close of navigation, and an improvement in the Belgium situation. Although there is no immediate indication of a revision to higher levels, one importer states a price increase in the near future would not be surprising. Paint and varnish manufacturers look for a continuance of brisker business now that salesmen are on the road after the holidays. Prices on all products are holding unchanged with no indications of a revision for spring business.

TURPENTINE STILL DISPLAYS FIRM TONE

Montreal.

With quotations on turpentine remaining unchanged, the market continues seasonably dull, although more activity is anticipated now that the holiday season is over. Interest continues to be shown in the future of this product, and some look for a steady-to-firm situation with higher prices not unlikely as soon as more activity is displayed. It is pointed out that all through the quieter months of late Fall and Winter, and up to the present, there has been a fairly strong undertone in the market. There have been fluctuations, but on the whole the position of this product has been well upheld. There will undoubtedly be an increase in the volume of business as the following few months pass and this is apparently what is required to stiffen prices. Prevailing prices too are generally considered low in comparison with allied products, and producers maintain they cannot supply at any lower prices than they are now quoting. Apparently much depends on demand, and if an improvement is felt with the advancing season, changes to lower prices, would seem very remote. Following are prevailing quotations:

TURPENTINE—	Imp. gal.
1 barrel lots	$1.17
2 to 4 barrel lots	1 15
Broken lots	1 27

NO CHANGE IN LINSEED OIL PRICES

Montreal.

There is little change to record in the linseed oil market this week, prices remaining at former figures and the undertone continuing fairly firm considering the present slack season. With the holiday season now past, more interest in this product may be expected, although buyers are not expected to purchase for spring requirements until later in the spring months. In the undertone of the oil market it would seem that one factor was pulling against the other. Flax seed has been very steady recently, which has tended to check any recessions in oil prices, while the lack of interest on the part of buyers would ordinarily cause a weaker tendency. However, notwithstanding the quiet period usual in the present month, and this season has been no exception, prices have been well maintained throughout. The by-products, cake and meal, are recorded at slightly easier quotations, and this is also assisting in keeping a firm tone in the oil market. Unchanged local prices are as follows:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal	0 81	0 83
3 to 5 barrel lots, per gal	0 79	0 81

Less barrels, add 10 cents per gallon.

Toronto

TORONTO, January 5.—Current interest in the New Year paint markets is centered upon the local reduction of 5 cents per gallon in the price of turpentine. This change brings the domestic level to $1.15 per Imperial gallon in one barrel lots; but is of particular significance at this time owing to the fact that quotations on primary markets are maintaining the recent firm undertone, and in addition have recently advanced. The local change is attributed to the current easier rate of exchange, combined with the slack season. The prevailing demand on southern markets is also quiet, but requirements are stated to be absorbing the new receipts, and the consequent call for supplies from stocks on hand, has resulted in strengthening the nominal position at primary centres.

LOCAL TURPENTINE PRICES ON EASIER LEVEL

Toronto.

Further fluctuations in turpentine prices commence the New Year market reports. Owing to the easier rate of exchange, combined with the absence of any real demand, local distributors of this product announce a reduction of 5 cents per gallon. This change brings the nominal quotation down to the level of $1.15 per Imperial gallon in one barrel lots.

It is considered a noticeable fact, however, that quotations at primary production centres have not receded, but on the other hand the recent firm tone is still evident, with the latest reports indicating a price advance.

Local distributors state that there is very little business at present, but the domestic quotations are usualy governed by primary market levels, and should the current increase in southern circles develop a permanent trend, another revision in local price levels would not be surprising under such circumstances.

TURPENTINE—	Imp. gal.
1 barrel lots	$ 1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon additional.

SEASONAL DULLNESS IN LINSEED OIL MARKETS

Toronto.

Linseed oil continues very quiet, and has failed to record any new development. Many consumers have been engaged upon the annual inventory period, and this is attributed as another feature of the current absence of demand. Such conditions, however, are seasonal, and there is little disposition to purchase other than sufficient for immediate requirements.

There is much more interest in future requirements. The flax seed markets are remaining fairly steady, with a recession in the prices on cake and meal having a tendency to maintain the prevailing levels on oil, in spite of the apparent dullness. More interest in linseed is generally looked for during the early months of the year. The unchanged nominal quotations follow:

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 84	0 87
3 to 4 barrel lots	0 82	0 86
6 to 9 barrel lots	0 81	0 84

Less barrels, add 15 cents per gallon.

SIGN OF MERIT
BEST B&Co MADE

"Muresco"

Oftenest Called For--Easiest to Sell

Retail hardwaremen know that "Muresco" is the first thought of customers who want an easy, satisfactory finish for their walls. It's easiest to sell what they ask for.

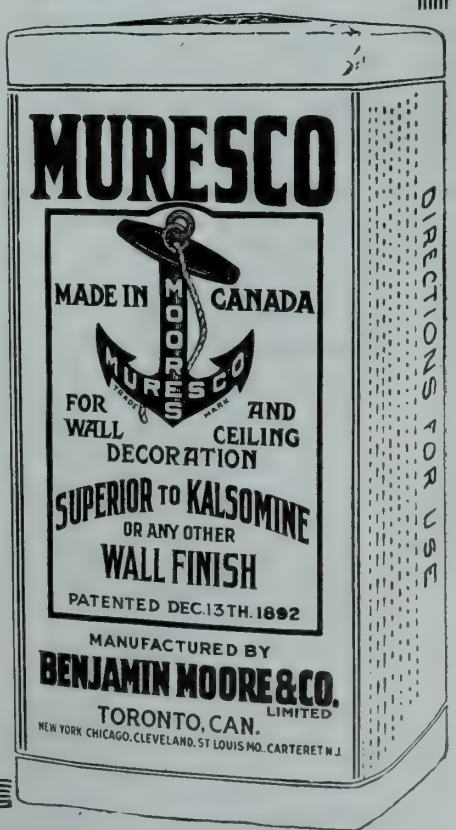
This popularity is the result of sheer merit in Muresco. The soft, agreeable finish, harmonizing so readily with artistic interiors, has won its way into the hearts of Canadian home-lovers. The hardware merchant can cash in on this.

A Brush Worthy of Muresco

This is a 5¾-in. brush of absolutely pure Chinese bristles. There is no horse hair used, or other hair of any kind. As can be seen, it is a broad, full, generous brush, suitable in every way to get the best results from Muresco, with consequent satisfaction to all concerned.

The Moore Line Consists of:

MURESCO: The best wall finish.
HOUSE COLORS: A pure linseed oil paint.
FLOOR PAINT: "Can't be beat for under feet."
TILE-LIKE: Varnish and Stain combined.
MOORAMEL: Perfect flowing enamel.
SANI-FLAT: A non-poisonous flat oil paint.



Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Halifax Toronto Winnipeg

"Quality forever Moore"

If interested tear out this page and place with letters to be answered.

PAINT PRICES BACK TO 1918

(Continued from page 54)

sions have been announced by paint manufacturers, the net results of such declines placing the average current quotation on a par with 1918 Spring standards. While the peak was reached in 1920, or just over one year ago, paint prices have since dropped to the approximate ratio of more than three years ago.

It will be noticed that the decline during 1921 was of a substantial nature, and clearly indicates the steady strides made toward liquidation in the paint industry. In reaching the present level of $3.60 per gallon, from the pinnacle of $5.30, the three separate concessions given occurred within the space of eleven months, and thus quotations receded in less than one year to the same to climb. While paint prices in general extent that they took almost two years are still above the average of pre-war days, the ratio of decline can be followed very clearly when calculated on a percentage basis. The high level of $5.30 represents an advance of 165 per cent. over the August, 1914 value. Similarly, the present price of $3.60 is only 80 per cent. higher than the pre-war basis, thus giving the retail merchant another authentic price argument.

Increase Cut In Half

In other words, the proportion of increase has been more than cut in half during the past year. Including the reduction which occurred towards the end of 1920, paint quotations have now reached a mark which is approximately 32 per cent. lower than the high record of that season. At the same time, however, it should be remembered that when calculating the percentage of decline, the same amount in figures is apparently smaller than when based on the percentage of increase, although the actual sum is identical in each case. Thus it is that the drop of $1.70, is 32 per cent. of $5.30; but the same amount of $1.70, is a 47.2 per cent. advance on the prevailing cost of $3.60.

MANUFACTURERS AND WHOLESALERS

(Continued from page 37)

K

H. Kennedy, General Manager, Rubberoid Co., Montreal; J. B. Kennedy, Managing Director, Allcock, Laight & Westwood, Toronto (fishing supplies); T. F. Kelly, Sales Manager, Hoover Suction Sweeper Co., Hamilton; E. K. Knight, Purchasing Agent, Frankel Bros., Toronto, (metals).

L

C. A. Lusby, Secretary Amherst Foundry Co., Amherst, N.S.; W. S. Leslie, A. C. Leslie & Co., Ltd., Montreal; M. Lortie, Dominion Linseed Oil Co., Toronto; W. H. Lamont, Financial Manager, H. S. Howland Sons & Co., Toronto (wholesale); J. G. Lewis, Vice-President, Lewis Bros., Ltd., Montreal; L. H. Laythe, Sales Manager, Butterfield & Co., Rock Island, Que.; W. J. Lind, Manager, Independent Cordage Co., Toronto; H. C. Lower, General Sales Manager, Goodyear Tire & Rubber Company, Toronto.

M

F. A. Maycumber, Sales Manager, Winchester Repeating Arms Co., New Haven, U.S.A.; D. J. Munn, President, A. McArthur & Co., Montreal; F. Moore, Vice-President, Benjamin Moore & Co., Toronto; H. E. Mihell, Imperial Varnish & Color Co., Toronto; F. J. Macdonell, Manager, Victor Saw Works, Hamilton, Ont.; R. H. Monk, Vice-President, McArthur Irwin, Ltd., Montreal; G. W. Mayer, Vice-President, Imperial Oil Ltd., Toronto; W. A. MacLean, Deputy Minister of Highways, Ontario; Mr. McNeil, Sales Manager, Imperial Oil, Ltd., Toronto; L. P. Moore, President Benjamin Moore & Co., (paints), Toronto.

P

R. Pinchin, Vice-President, Ontario Oil & Turpentine Co., Toronto; F. J. Penberthy, Manager, Lowe Bros., Ltd., Toronto; A. Pritzker, Manager, National Electric Heating Co., Toronto; G. T. Pepall, Samuel & Benjamin Ltd., Toronto (metals); A. Prud'homme, A. Prud'homme & Fils, Montreal (wholesale); Wm. Pratt, President, Goodell Pratt Co., Greenfield, Mass., (tools).

R

W. B. Robinson, President, B. & S. H. Thompson & Co., Montreal; W. B. Ramsay, President, A. Ramsay & Son, Co., Montreal; S. A. Rowlandson, Manager, Associated British Industries, Ltd., Toronto; S. J. Rutherford, President, Toronto Plate Glass Importing Co., Toronto; W. G. Robertson, Secretary, Ontario Motor League, Toronto; J. R. Rudolph, Tire Sales Manager, Dominion Rubber Systems, Ltd., Montreal.

S

Col. R. Starke, Starke, Seybold Ltd., Montreal (wholesale); G. A. Smith, Secretary, Frost Steel & Wire Co., Hamilton; Geo. Spence, Sales Manager, Steel Company of Canada, Ltd., Hamilton; L. W. Simms, President, T. S. Simms & Co., St. John, N.B. (brushes).

T

J. M. Taylor, President, Taylor-Forbes Co., Ltd., Guelph, Ont.; E. P. Thomas, President, U. S. Steel Products Co., Montreal; Jos. Taylor, Jos. Taylor & Son, Toronto (glass); A. L. Telfer, Vice-President J. H. Hanson Co., Toronto; N. R. Turner, Sales Manager, Toronto, McClary Mfg. Co.; T. B. Williamson, H. S. Howland Sons & Co., Toronto; C. A. Thomas, Toronto Manager Sherwin-Williams Co. of Canada; A. W. Taylor, General Manager, Parmenter & Bulloch, Ltd., Gananoque, Ont.; E. M. Trowern, Dominion Secretary Retail Merchants' Assn.; Adam Taylor, Secretary-Treasurer, Taylor Forbes Co., Guelph, Ont.

W

H. G. Wright, President E. T. Wright Co., Hamilton, Ont.; E. O. Way, Director of Weights and Measures, Ottawa.

Y

Mr. Youngblood, Ames-Holden-McCready Co., Montreal.

WHAT HAS BEEN ACCOMPLISHED

(Continued from page 37)

Other regular features which were imports and exports, eight pages (small type) of answers to retailers' enquiries concerning the buying of merchandise; twelve pages of advice to retail salesmen; seventeen pages of selling helps as applied to brushes.

Western Canada

Western Canada was well taken care of with sixty-five exclusive pages of editorial matter setting forth news of the prairies and British Columbia and reviews of conditions and the market outlook. In addition, a portion of the market space is devoted each week to a comprehensive report on hardware price tendencies from Winnipeg and Vancouver. In the general articles on topical subjects, retailers', wholesalers and manfacturers' opinions, dealer selling-help articles, etc., due attention was also paid to Western Canada.

Eighty-five pages of news of the hardware trade also appeared during 1921 including brief notes on business changes, fire losses, obituaries, personal items, incorporation notes, new firms, etc. New hardware lines of interest to the trade were dealt with in twenty-two pages of space, and a page of editorial comment on live topics was contained in each issue.

Other subjects dealt with during the year include the following:—Bankruptcy Act fully outlined; Sheet Metal problems outlined; Freight rates on hardware dealt with; Firearms legislation analyzed fully in 8½ pages of space; Marking of silverware, Insurance plans,; Parcels Post; Building schemes; Half Holidays; Trade Marks on hardware; District business men's associations; Marking of Imports regulations (now amended) 7 pages; Mail order competition; Buy-at-home campaigns; Oil heater controversy; Tire Manufacturers action re the hardware trade; Basing of prices on replacement values;

Considerable space was also given to a consideration of the basis of buying and selling gasoline in the Western provinces and at the present time Hardware and Metal is in co-operation with Government officials at Ottawa with a view to removing the difficulties. The Christmas window contest of 1920, judged early in 1921, represented the largest number of competitors who, up until that time had taken part, thus showing the increasing interest being taken in it. A controversy with the Weights and Measures officials concerning the sale of spring weighing scales by a department store was also fully aired. Readers of Hardware and Metal who have given their co-operation during 1921 in dealing with the problems of the trade will therefore be interested in noting from this summary that such co-operation has, through Hardware and Metal, resulted in much influence being brought to bear on such subjects as Gasoline Sales, Luxury Taxes, Marking of Imports, Sale of Spring Weighing Scales by Department Stores, Price Cutting on Oil Heaters, Revision of Firearms Legislation, Classing Tinsmiths as Manufacturers, etc. On a number of these subjects satisfactory revision has been made and on others further effort will be made during 1922.

A pretty winter wedding was solemnized at London, Ont., when Miss Jean A. Wardrope, a daughter of J. W. Wardrope of the Hobbs Hardware Co., became the bride of William E. Smith of Plenty, Sask., son of G. E. Smith of Esterhazy.

O.P.W.

1921—Post-Mortem

In most businesses 1921 has not been a good year.

In the paint business it has been very good.

Whatever your own general line, whether paints and wallpapers, hardware, building supplies or "everything," you know what your Paint Department has done this year.

When all other lines were still, paint and varnish moved. Often, they alone kept a dealer's balance in the profit columns of his monthly statements.

Paint and varnish will move again in 1922, as it never moved before. The "Save the Surface" Campaign is producing wonderful results, now is the time to cash in on it.

Our message to O.P.W. dealers is that the year 1922 can be made the greatest Paint and Varnish year yet if they will equip themselves for the public demand that must inevitably arise.

O.P.W. REPEATERS
Canada Brand Pure Paints
Canada Brand Floor Paints
Jas-per-lac Specialties
Jas-per-ite Varnishes

Our Paints Will
"Save the surface and you save all" *Paint & Varnish*

Ottawa Paint Works Ltd.

OTTAWA - CANADA

Branches : Montreal and Toronto

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S. Mush ..	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush. .	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle ...	....	14 00	17 50
25 Short ...	$28 50	.....	.....
25 Long ...	33 00	.....	.....
32 Short ...	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.		....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W..	35 50	.....	42 00
32 S. Colt ..	35 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter .	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special ...	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
38 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	138 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto. $15.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AXES

Boys' axes, doz. ..	14 25	15 50
Hunters' axes, doz..	13 50	14 50
Single bits, doz. ...	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2...$0 50 Group 3 .$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6... 2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12, each..........	$0 50
12 or less than 50, each.....	0 45
50 or less than 125, each....	0 43
Bbl. lots of 125, each.......	0 39

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

Canvas belting, 60 per cent. off.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do. car bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 10%.

Gilmour Eye Augers, add 5%.

Irwin Auger Bits, add 5%.

Do., car bits, less 7½ per cent.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal) ..	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back ...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	8 75
30-gal. extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.

Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.

Machine bolts, 7-16 inch dia. and larger, 42½%.

Sleigh shoe bolts, all sizes 30%.

Coach and lag screws, 55%.

Bolt ends, 42½%.

Square head blank bolts, 42½%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head, 30%.

Elevator bolts, corrugated heads 60%.

Fancy head bolts, 30%.

Shaft bolts ($3 list), 30%.

Step bolts, large head ($3 list), 30%.

Whiffletree bolts, 30%.

Tire bolts, 52½%.

Stove bolts, 72½%.

Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.

Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.

Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.

Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.

Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS Base

Sheets, base, Montreal	0 25
do., Toronto	0 23
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto, ...	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings.............	$ 6 65
No. 5, standard.............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	Less 10%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 15%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.

Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$3 43
Good Morning	1 90
Lookout	1 88
Sleepmeter	2 06

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100) ft
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. ne'
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

Electric Weld

	Proof	B.B.B.
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 [illegible]
⅝ in.	11 25	12 [illegible]
¾ in.	11 00	12 [illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 [illegible]
¼ in.	16 25	18 [illegible]
5-16 in.	13 75	15 [illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.

No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb...	0 39	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb. F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

DAMPERS— Doz.

Cast, Champion, 5 inch ...	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

SHOT

SHEET LEAD
LEAD PIPE
BABBITT-SOLDER
NAILS-BALE TIES

WE ARE LIVE METAL MEN

Low Price. High Quality. Immediate Shipment.

THE CANADA METAL CO., LTD.

TORONTO

Hamilton Montreal Winnipeg Vancouver

ATKINS STERLING QUALITY SAWS

You Are Invited

To send us names of carpenters, farmers and woodsmen, that we may circularize in your behalf with Atkins literature bearing your name.

Write us for details of our "Free Personal Letter Service"

We are at your service and a trial will, we believe, convince you that our plan will help you make more sales.

May we send you our Book of Sales Helps?

Made in Canada

E. C. ATKINS & CO.

Established 1857

"The STERLING QUALITY Saw People"

Factory—Hamilton, Ont. Branch—Vancouver, B. C.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅝	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz .

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	25%	25%
Malleable bushings	25%	28%
Cast bushings	27½%	28%
Unions	42½%	45%
Flanged unions	22½%	25%
Plugs, cast iron	27½%	28%
Plugs, solid	27½%	28%
Plugs, countersunk	27½%	28%
Couplings, 4 in. and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 22	0 32
C	0 14	0 22

FLY TERROR, per doz......$4 75

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.

Smaller than 2 inch face.	$5 25
Two-inch and over	4 50
40 to 80 lbs. weight.	
Under 2-inch face	4 75
2 ins. and over	4 25
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 2½, $10; 3, $11.50. F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING

	Per Doz
No. 1	$10 25
No. 2	11 25

HATCHETS, LATH

No. 3	$10 25
No. 4	11 25

HATCHETS, BARRELLING
Nos. 50, 60 .... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC
Glower Heater $10 00
Heatray Heater 12 00
Discount 25%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. ... .. Doz. sets.
Clark's No. 1. ....$2 22

HINGES, SPRING
No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 79	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt......... 6 75

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$13 25
Do., ⅝ in., 100 ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$ 1 90
Potts, nickel plated, per set	1 95
Potts handles, japd., grs.	16 50
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS. ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain	$12 00
Do., Japanned	12 75
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	15 75
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold Blast genuine ruby	5 40 doz.

F. o. b. Factory.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century. Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—

Cutter, doz.	$10 00
Pick, doz.	10 00

F.o.b. Montreal, Toronto, London, Hamilton

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS— Doz. net.

Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 35
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 60
Crank wringing	7 35
Smarts'	4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

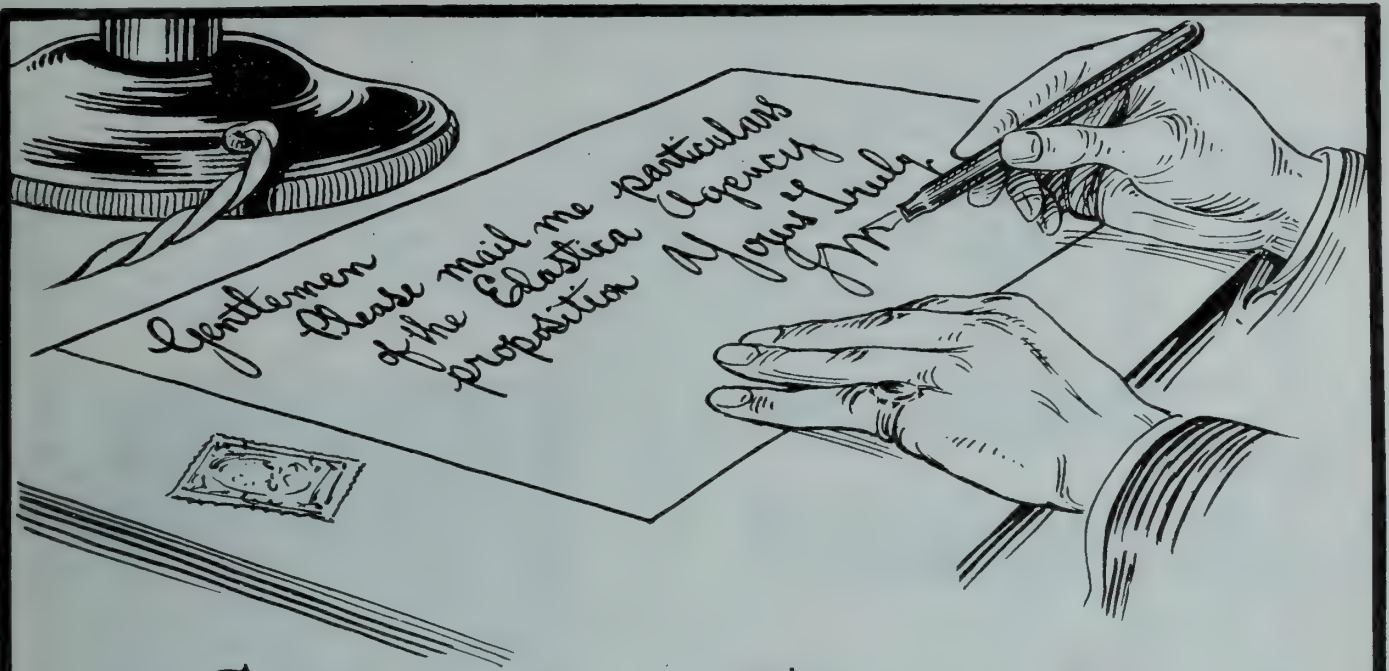
List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier. 25c over base.
Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto, $3.90 base.
Owen Sound or Collingwood, $3.90 base.
F.o.b. Montreal, $3.90 base.
Freight equalized on above points.
Sydney and St. John, $4.05 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.00.
Sault Ste. Marie, Port Arthur, Fort William, $4.15 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.35.
Carload rate of freight allowed Toronto, Hamilton and London.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.



Sign and Send It *Now!*

Just a penny postcard requesting us to send you particulars of the Elastica Agency proposition. The work of a moment but a moment well spent. By return mail we will send you detailed information about

TRADE ELASTICA MARK.

The Complete Line of Paints and Varnishes

and will show you the many and varied advantages that will accrue to you through the exclusive agency for these widely known and popular Paint and Varnish Products.

Some of Canada's most successful paint dealers have found the Elastica Agency the straight road to bigger and better paint and varnish sales. The very fact that it offers a complete line—a paint, varnish, stain or enamel for every customer's requirements—is a point worth remembering.

Bear in mind that your post card enquiry involves no obligation at all. We just think you'll be interested and will be glad of the opportunity to place our proposals before you.

INTERNATIONAL VARNISH CO. LIMITED.

Montreal Winnipeg **TORONTO** Halifax Vancouver

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...$1 80 | 48 inch...$ 6 20
18 inch... 2 65 | 60 inch... 7 70
24 inch... 3 40 | 72 inch... 9 20
30 inch... 4 00 | 84 inch... 10 50
36 inch... 4 75 | 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.

12 inch...$3 50 | 42 inch...$10 50
18 inch... 5 00 | 48 inch... 12 00
24 inch... 6 30 | 60 inch... 15 00
30 inch... 7 75 | 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.

12 inch...$4 00 | 42 inch...$12 00
18 inch... 5 50 | 48 inch... 14 00
24 inch... 7 00 | 60 inch... 17 00
30 inch... 8 50 | 72 inch...20 00

¾ inch mesh and 20 ga. wire.

24 inch..$10 50 | 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.

24 inch..$18 50 | 36 inch...$24 90
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... 0 80
2060 ... 0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll ... 5 50
36-inch, per roll ... 7 15
48-inch, per roll ... 8 85
60-inch, per roll ... 9 85
72-inch, per roll ... 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ... $15 00
Plumbers' ... 7 00
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. ... 0 21
Palacine, gal. ... 0 24
Gasoline, net, gal. ... 0 32½
Above prices net.

Gallon
Black oil (summer) ... 0 23.1
Black oil (winter) ... 0 24.1
Capital, cylinder ... 0 75.6
Mach. oil, reg. grades ... 0 43.6
Imperial gas engine oil ... 0 63.6
Paraffine ... 0 23.6
List, less 10% on above.
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy ... $1.10
List less 15 per cent.
Polarine, per gal, list ... 1.15
Polarine, medium, list ... 1.15
Polarine, heavy, list ... 1.15
Polarine, ex-heavy, list ... 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic ... 1 45
Gargoyle Mobiloil, B ... 1 70
Gargoyle Mobiloil, BB ... 1 70
Gargoyle Mobiloil, A ... 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net ... $0.11.10
Do., tank wagons, net .. 0.10.10
Do., tank cars, net ... 0.09.10
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute ... $0 17
Coarse jute ... 0 18
Hemp ... 0 36
Square braided hemp ... 0 38
No. 1 Italian ... 0 44
No. 2 Italian ... 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1, Anch	1 25	1 25
Do., No. 2, Anch.	0 70	0 60
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 35	1 35
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 80
Cyclone, dry	1 25	1 25
Do., tarred	1 35	1 35
Joliette Sheathing	0 70	0 70
Do., tarred	0 85	0 85

Per 100 lbs.
Monarch Sheathing, white .. 5 75
Do., gray ... 4 75
Straw sheathing, heavy dry . 3 15
Red Star heavy tarred straw 3 40
Imp. White Sheathing .. 5 75
Imp. Grey Sheathing 4 75
Scythe rand dry straw ... 3 15
Spruce Sheathing, 36" and 72" wide ... 7 25
Asbestos Sheathing ... 10 00
Carpet felt ... 3 90
Tarred felt, 7, 10 and 16 oz. 3 45
F.o.b. Toronto and Montreal and Hamilton.

PASTE
Stick-Fast
In barrels, 250 lbs., lb. ... 0 14
Barrels of 5 lbs., cotton bags, lb. ... 0 15
In kegs, 125 lbs., lb. ... 0 16
In 50-lb. boxes, lb. ... 0 18
In 25-lb. boxes, lb. ... 0 19
Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES
Per case
5 gross, 4-in. (loose) ... $2 25
4 gross (cartons), 4 in. ... 2 25
Spring, 2 grs. box ... 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22 ,1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 73
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list. $18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list. 29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 70 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. ... 40%
4 in. ... 40/10%
5, 6 in. ... 40%
8 inch ... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ... 50/10%
8 in. ... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. ... $13 25
Navy pitch, per bbl. ... 6 50
Coal tar pitch, per cwt. ... 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz. ... $13 20
Triumph, doz. ... 11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box ... $17 50
20x28xIC,112s, box ... 18 00
20x28 IX, 112s, box ... 20 00
20x28 IXX, 56s, box ... 11 25
20x28 IXXX, 56s, box ... 12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s ... $14 00
IXX, 20 x 28, 56s ... 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets ... $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles ... 2 40
12-oz bottles ... 4 80
1-qt. can ... 12 00
½-gal. cans ... 20 00
1-gal. cans ... 28 00
Net.
Liquid Veneer— Doz. Net
4-oz. ... $2 40
12-oz. ... 4 80
32-oz. ... 10 00
64-oz., each ... 1 84
128-oz., each ... 2 84

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch ... 0 90
Do., 2¼ inch ... 0 95
Palmer's ... 0 90

PULLEYS, Clothes Line—
No. 58 jap'd ... $4 35
No. 158, galvanized ... 4 45
No. 59 jap'd ... 4 45
No. 159, galvanized ... 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

PUMPS, REDWING
No. 0.....$6 85 | No. 4....$12 75
No. 1..... 7 50 | No. 5.... 15 25
No. 2..... 8 75 | No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton. London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.
No. 3....10 75

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-... pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING.
Toronto
Samson, 1 ply, roll ... $ 2 65
Samson, 2 ply, roll ... 3 10
Samson, 3 ply, roll ... 3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.	6 25	
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal. ... 0 60
In ½ bbls., per gal. ... 0 65
In 5s and 10s ... 0 70
1 gal. cans, per doz. ... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis ... 0 23
Beaver Manila basis ... 0 19
New Zealand hemp basis 0 19
Sisal basis ... 0 17

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis.. 0 17
Double lathe yarn ... 0 17½
Yacht marline, tarred ... 57
Halyards ... 50
Beaver Halyards, wht. pol, ¾ in. basis ... 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 43
Hemp, tarred bolt rope basis 45
Marline and Houseline ... 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application
Cotton, ⅛ in. ... 0 51
Do., 5-32 in. ... 0 50
Do., 3-16 in. ... 0 47
Do., ¼ in. and up ... 0 45
F.o.b. Toronto, Montreal, London. Welland, Hamilton.

SANDPAPER
B. & A. sandpaper, less 5%
Star sandpaper, less 5%
B. & A. emery cloth, plus 25% list.
F.o.b. Montreal and Toronto.

SCALES
Champion List Net
4 lb. ... $ 6 60
10 lb. ... 8 65
240 lb. ... 12 65
600 lb. ... 35 80
1200 lb. ... 43 00
2000 lb. ... 57 10
2000 lb. drop lever ... 64 75
Prices include stamping.
F.o.b. Toronto, Montreal. Hamilton.

SCREWS
Discounts off Standard List adopted Aug. 1, 1908
Wood, F.H., bright ... 82½%
Wood, R.H., bright ... 80 %
Wood, O.H., bright ... 80 %
Wood, F.H., brass ... 77½%
Wood, R.H., brass ... 75 %
Wood, O.H., brass ... 75 %
Wood, R.R., bronze ... 72½%
Wood, O. H., bronze ... 70 %
Square cap ... 50 %
Hexagon cap ... 50 %
Set Screws ... 55 %

SCREWS. IRON BENCH, No. 14
1 in. ... $11 25
1⅛ in. ... 13 50
1¼ in. ... 15 05

SCYTHES Doz.
Cast steel ... 15 00
Golden Clipper ... 16 00
Little Giant ... 17 00
Bush ... 16 00

SNATHS Doz.
90 Patent ... $17 50
1 loop ... 16 30
2 loops ... 15 80
3 loops ... 14 70
Bush ... 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

Practical Sales Helps

Part of the Meakins co-operative service and practical, definite help to their customers consists in just such little details as this helpful display package.

On your counter it attracts favorable attention from customers. The package is so designed that the customer can examine the brushes, arousing his interest and desire. Your knowledge, experience and salesmanship are applied to close the sale.

Meakins & Sons Limited,

Hamilton, Ont.

Warehouses:

Winnipeg, London, Toronto, Montreal, Vancouver, Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP

Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP

Eureka, per M. $15.00

STANDS, WASHTUB

Dowswell, doz. 44 10

STAPLES (Fence)—

Per 100 lb. kegs
Bright $4 40
Galvanized 5 40

STOVES

Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE

Hercules, doz. $8 60

STRETCHERS, CURTAIN—

Star, No. 1. .... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—

Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's)

Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TOY (Bissell's)

Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 . 70/10%
Double-pointed tacks 70/15%
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival Steel ...	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket ...	7 27
145— 5 ft.	Steel Pocket ..	9 20
175— 5 ft.	Linen Pocket .	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 30
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.			Per 100 ft.
8 in.....	$15 90	15 in......	$28 80
10 in......	17 70	18 in......	36 50
12 in......	21 20		Less 70%.

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TWINE (COTTON)

5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS

Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway 25-10%
Jenkins Gate Valve 25%
Jenkins Globe 19%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%

F.O.B. Toronto
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.

Britannic, list plus 15 per cent.

VALVES, FOOT

Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans l,ist, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 10%.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., [illegible] in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs...	$2 75	$3 25	$3 50
Section, ½ lb. per 100 lbs...	2 85	3 75	4 00
Solid, 3 to 30 lbs., per 100 lbs...	2 50	2 50	3 00

WHEELBARROWS

Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz.......... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.80.
Annealed base, $3.80.
Galvanized base, $4.10.
Barbed wire, $4.10.
Coiled Spring Wire, 9 gauge, Toronto, $4.15; Montreal, $4.15.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT

4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES

Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 106 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

Barrett Roofings, Cements Industrial Paints etc.

IT is *repeat* sales, not *first* sales, that keep business going and growing. That's why successful dealers like to handle Barrett products. They know from experience that these products make satisfied customers and that satisfied customers make profits.

Elastigum Plastic Patching Cement

A tough, elastic, waterproof cement for general repair work and waterproofing purposes. Known as "The Plastic Cement of a Hundred Uses." Unequalled for patching holes in roofs, repairing flashings, gutters, etc., etc.

Comes ready for use in 1-lb. tins (24 to the case); 5-lb. cans (12 to the case) and larger packages up to barrels of about 600 lbs.

Plastic Elastigum being applied to make a water-tight joint around a ventilation pipe. It sticks to any surface.

Everlastic "Rubber" Roofing

The fastest selling roll roofing on the Canadian market and the first choice of experienced buyers for all steep-roofed farm and factory buildings. Everlastic is a safe roofing for you to sell and a safe roofing for your customers to buy. It sells at a low price, is easy to lay, and gives unfailing satisfaction.

Everlastic "Rubber" Roofing comes in three weights; light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 sq. ft. Nails and cement for laying are packed with each roll.

Everlastic Liquid Roofing Cement

The greatest material in the world for resurfacing worn-out prepared and "rubber" roofs. Comes all ready for use, is easy to apply and forms a smooth, durable, weather-proof coating which adds years of service to the old roofing, at very small cost.

Put up in all sized packages from 1-pint tins to barrels of 40 gallons.

MONTREAL, TORONTO, ST. JOHN, N.B.

The Barrett Company LIMITED

WINNIPEG, VANCOUVER, HALIFAX, N.S.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ochre, 100-lb. kegs .. -05
White ochre, 100-lb. keg.. ..-06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—
per gal.
Ad-el-ite, white $4 00
Ad-el-ite, tints 3 75

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 3 00
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro, ... 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Floglaze 4 50
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 80 17 70
85 to 90 ..... 10 85 18 65
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ...	12 75	13 20
I.V. Perfection 12 75		13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure ..	12 75	13 20
Elephant Genuine ..	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ...
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. ... 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs.. 8 80 9 90
F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Lowe Bros., H. S. White, No. 325 ... ... 3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white 3 45
Martin-Senour, Neutone, colors 3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint 3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white ... 3 40
Pearcy's Prepared, floor 3 00
A. &E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint—

	Mont.	Tor.
Barrels, per gal.....	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal. .	0 95	0 95
1s, per case, doz. ..	12 00	10 50

Everjet Black Enamel—

Crates 2 doz., 8 oz..	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal ...	0 75	0 95
1s (case 12 gals.)...	8 50	9 50

H. T. & A. Co.'s Creosote Oil—

Barrels	0 45
Half-barrels	0 50
5s and 10s	0 60

F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC Pure White. Pure Orange.
Per Gal.
In bbls. 4 65 4 15
Gal. jugs 5 00 4 50
F.o.b. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams .	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint, ...	1 75	2 00
O.P.W. Creolin ..	1 30	1 50

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
High Standard 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar . . . 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 43
Do., Floor 4 69
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L., No. 61..... 5 04
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 28
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 98
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing... 4 85
Kyanize Interior and Floor . 4 85
Luxeberry light 4 75
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 3 00
"C.D. Big 4" Exterior 5 00
Do., Do., Interior 4 50
"C.D. Big 4" Floor 4 40
C. D. General purpose 4 18
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite 4 00
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White.	Colors.
Frescota	$7 50	8 50
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white...	8 75	
Do., colors	9 25	

Hygienic Kalsomine. per 100 lbs.

	White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts. ..	10 00	11 25

WASTE
Cream, Polishing 0 19¼ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . .0 09

Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Lion Brand 0 28
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 3 80 2 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 45
Champion white 0 50
Ad-el-ite paste 0 45
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls. 3 50

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.55
F.o.b. Montreal, Toronto, London

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

CARTER'S

Every Paint Buyer Knows Carter's Genuine Dry Red Lead

Carter's is a quality Lead. Made from the very best grade of Canadian Pig Lead, it is highly Oxidized and ground very fine and when mixed with pure linseed oil it possesses unusual covering capacity.

Your paint customers will appreciate Carter's Genuine Dry Red Lead because of its unchanging uniformity of film.

Get prices on this and on the other Carter lines—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

"GOLD MEDAL"

Nationally Known Nationally Advertised

(Trade Mark Reg. U. S. Pat. Off.)

Gold Medal Camp Furniture for over thirty years has been the choice of those who know the open and know what outdoor service demands.

This year—an outdoor year in prospect—Gold Medal is to be nationally advertised in a bigger way than ever. Get ready now for the new Gold Medal business this will bring.

Send us your jobber's name and get your name on our list for complete dealer co-operation service. All inquiries received through national advertising are referred to our dealers.

Write for Complete Catalog

GOLD MEDAL CAMP FURN. MFG. CO. . . 1713 Packard Ave., Racine, Wis.

6-65

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$22 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
38/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
38 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	13/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....15% on list
Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in, and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE
30-gal., each ....$ 10 00

BOLTS—
Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—
No. 800 .... net prices
No. 804 .... net prices
No. 838 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top. per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand — No. 0. $7.50; No 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 ....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.
50 foot, 19 g. $4 40
100 foot, 19 g. 7 25
150 ft x 19 ga. 10 50

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 .. .. 0 58 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...35%
Straight shank 35%
Do., wire 25%
Taper shank 25%

EAVESTROUGH
Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES
Globe ... ... Discount 60%
Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable
Class A 55%
Class B and C, off new list. 65%
Bushings 20%
Unions, "Dart"—
¼ to 2-in. 18% and 25% off.
+, 2", 3½, 4", 5 and 25% off.
Nipples, 4 in. and under 45%

FRY PANS Each
Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in	10 80	16 95

GLASS (Plate)
60 per cent.

GLOBES, LANTERN Doz
Cold Blast .... $ 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE
Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No. 3 .... 1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including	Doz.
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.
Light Strap.—3 in., 98c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1., $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN
½ in x 3 ply 9 50
⅝ in. x 3 ply 11 00
¾ in x 3 ply 13 00

IRON GALVANIZED
Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 10
Mrs. Potts', No. 50, set 2 20
Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17 50
Lightning 17 50

LADDERS, STEP
Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION
20 to 32 ft., per ft., 29½c; 36 to 40, 32¾c.

LANTERNS
Cold Blast
No. 2 Japaned 13 50
No. 2. Coppered 16 25
No. 2, plain 12 75
Short Globe, doz. 12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 95
Barn Door	
5	3 25
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS
O-Cedar, No. 1 .... $16 00
O-Cedar, No. 3 .... 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	......	$ 10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	....	7 40	7 95
K—3-blade	9 60	10 25	10 [illegible]
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

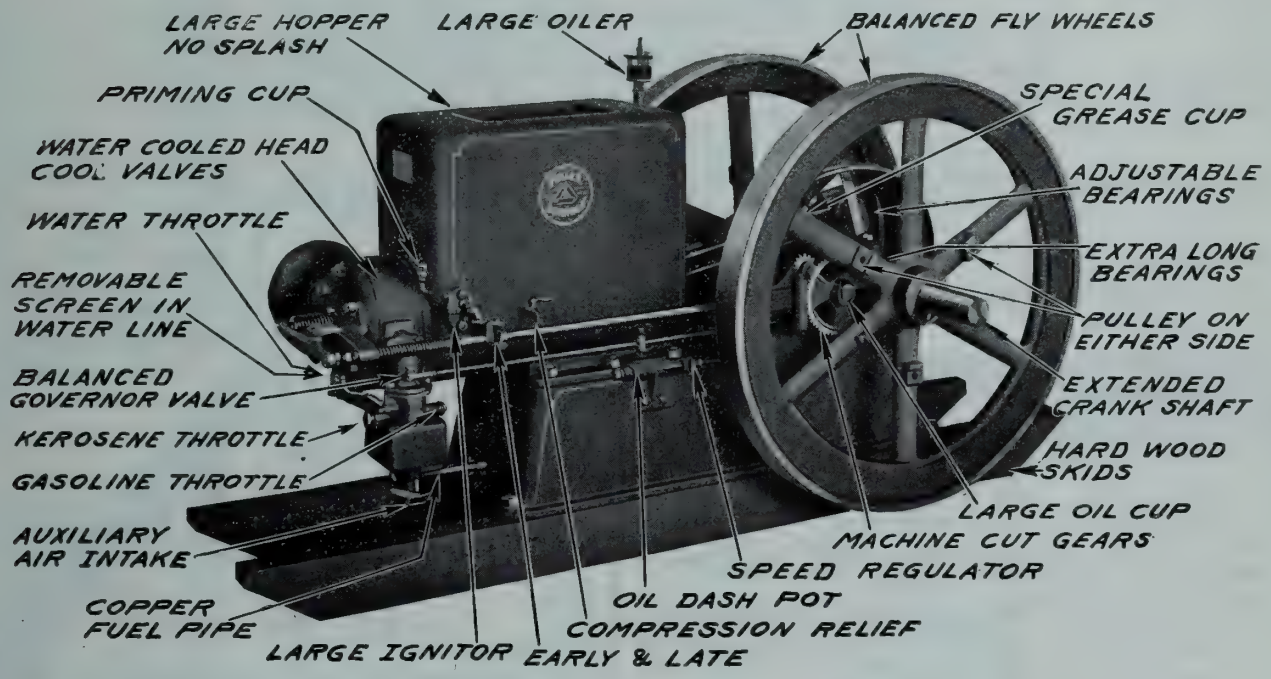
The Largest Wholesale Hardware Dealers in Canada

FULLER & JOHNSON

Model "K" Throttling Governor

KEROSENE OIL ENGINES

All Sizes, 3 to 25 H.P., Stationary or Portable



Dependable—Quality Construction—Guaranteed

Fuller and Johnson Model "K" Throttling Governor Kerosene Engines embody all the latest improvements and developments in internal combustion engines.

Never Misses An Explosion

They are of the horizontal, hopper cooled, throttling governor type, regularly equipped with low tension, built-in magneto, and operate on the reliable 4-cycle principle.

Runs smoothly and evenly under light load, full load, or varying loads, with the fuel always used in proportion to the load.

A Pleasure to Hear it Run

More power, gallon for gallon, than you get in other engines from high-priced gasoline.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 36½
White Rose Gasoline	0 39½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor.	1 00
Capital cylinder	0 83½
Castor machine	0 49½
Imperial gas engine	0 66
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 52
Melrose Harvester machine..	0 70

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel	6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 22½c.; ⅜ in., 22c.; 7-16 in., ½ in., 9-16 in., 21½c.; ⅝ in., 21c.; ¾ in., and larger, 20½c.

Pure Manila.—¼ in., 5-16 in., 26½c.; ⅜ in., 26c.; 7-16 in., ½ in., 9-16 in., 25½c.; ⅝ in., 25c.; ¾ in. and larger, 24½c.

Sisal.—¼ in., 5-16 in., 20½c; ⅜ in., 20¼c.; 7-16 in., ½ in., 9-16 in., 20c.; ⅝ in., 19½c.; ¾ in. and larger, 19c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 75/5%; flat head, 77½/5%; oval head, 75/5%; round head, brass, 70/5%; flat head, brass, 75%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H.. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4. $19.68; No. 6. $20.38; No. 8. $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

37½%.

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50
Little Jewel	14 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.00; Fort William, $5.65, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel. $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	^ 50
Cotton, 4-ply, cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Granitewear

Colonial Imperial Pearl, 30 and 2½% off.

Premier Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list, plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain, 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50%.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 86
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $5.60; No. 12, $5.80; coil spring, plain, Winnipeg, No. 9, $5.65; No. 12, $5.85.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$5 25
8-inch	6 30
10-inch	7 75
12-inch	9 45
15-inch	12 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

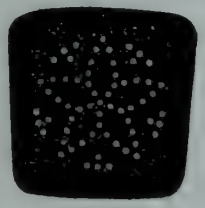
Always Ready	Dozen Black	Dozen N. P.
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Regent	60 00
New Eze	76 50
Universal	$40 50

Real Profit in Canadian Veneer Chair and Toilet Seats

We are talking about real, tangible profit that comes in particularly freely in the Fall months because there is a little extra demand now.

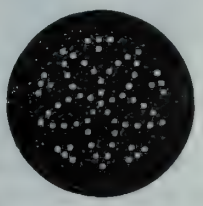
These splendid, three-ply veneer seats are made in a pleasing variety of patterns, carefully shaped, corners rounded, and fastened with genuine water-proof cement. They will not warp, curl, crack or come apart.



Everlasting 7- and 11-Ply Toilet Seats

These are expertly joined in 7 and 11-ply veneer. They cannot come apart and will outlast any other seat on the market.

Write to-day and let the extra profit come to you as soon as possible.



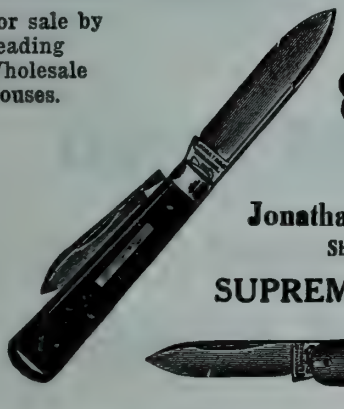
Canadian Veneering Company, Incorporated
ACTON VALE, QUE.

Before Placing your Order for
POULTRY NETTING
communicate with
J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

IN STOCK AT MONTREAL.

For sale by Leading Wholesale Houses.



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HEAVY HARDWARE
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"Red Devil" Tools
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"Red Devil" Pliers —drop forged of tool steel — made in 100 styles. Have a ready demand and pay a handsome profit.

RED DEVIL Tools at the new reduced prices give greater value than ever before. They appeal to everyone who is trying to economize and save money.

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Manufacturers of "Red Devil" Tools
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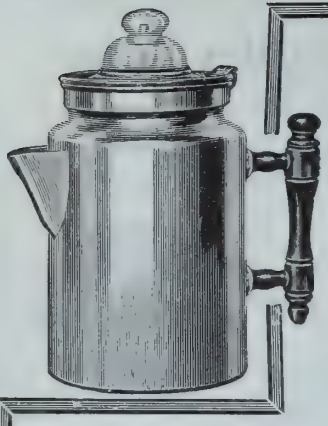

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CANADIAN housewives know "Viko" and want it. They know its handsome, winning appearance and its splendid wearing qualities. "Viko," in any kitchen, is a source of pride.

"Viko" Products are stamped from pure aluminum; attractively designed; will not tarnish; rust-proof and sanitary. Rounded corners, easily cleaned; economical of fuel; heat readily and evenly, and will not burn or scorch foods; no joints to give trouble; handles of tinned steel, hinges nickeled steel.

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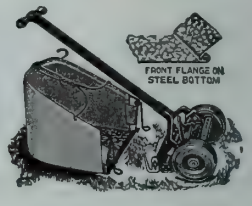

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1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

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FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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We are again supplying the Canadian Hardware trade with our famous lines of cutlery, including the knives as illustrated.
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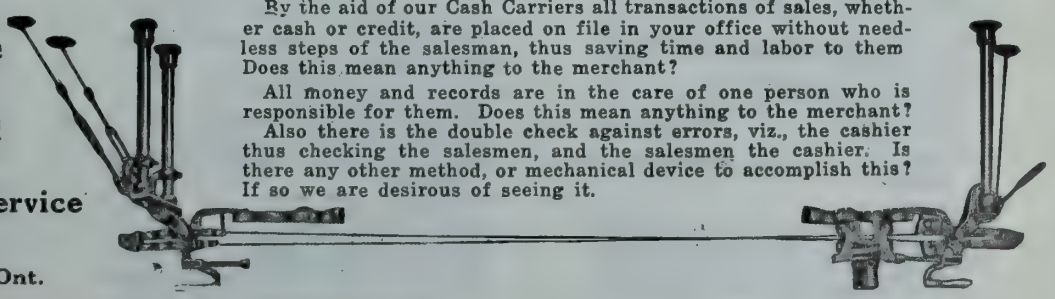

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All money and records are in the care of one person who is responsible for them. Does this mean anything to the merchant?

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If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Canadian Hart Products Ltd., Hamilton, Ont.

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Savage Arms Corpn., Utica, N.Y.

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Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
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Wilkinson & Kompass, Hamilton.
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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Montreal.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian National Carbon Co., Ltd., Toronto.

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Canada Metal Co., Toronto.

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The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
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L. S. Starrett Co., Athol, Mass.

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Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

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Steel Co. of Canada Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

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Millers Falls Company, Millers Falls, Mass.

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Millers Falls Company, Millers Falls, Mass.
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Vaughan & Bushnell, Chicago, Ill.

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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
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Stratford Brass Co., Ltd., Stratford, Ont.
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CASTINGS
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The Barrett Co., Ltd.

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Bridgeport Hdwe. Co., Bridgeport, Conn.
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Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Canada Metal Co., Ltd., Toronto.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co, Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

A PIECE OF TABLEWARE *may* be solid silver without the "sterling" stamp, the accepted "Hall Mark" of quality.

But you don't know.

A Bank might be honest and efficient without Government inspection.

But you don't know.

A business concern may be absolutely responsible without a commercial rating.

But you don't know.

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The circulation of Hardware and Metal is verified by the A. B. C. Hardware and Metal is the only hardware publication in Canada that will supply an A. B. C. Audit.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Whites Limited, Collingwood, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

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PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal. Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B. S. A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
The Toronto Asphalt Roofing Co., Limited, Mount Dennis, Ont.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW GUARDS
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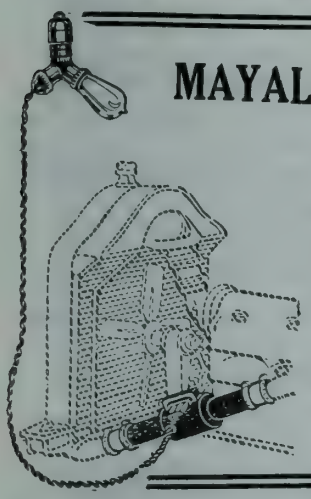

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Heavy up to 12-inch.

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Hard, Soft, Tinned, Coppered.

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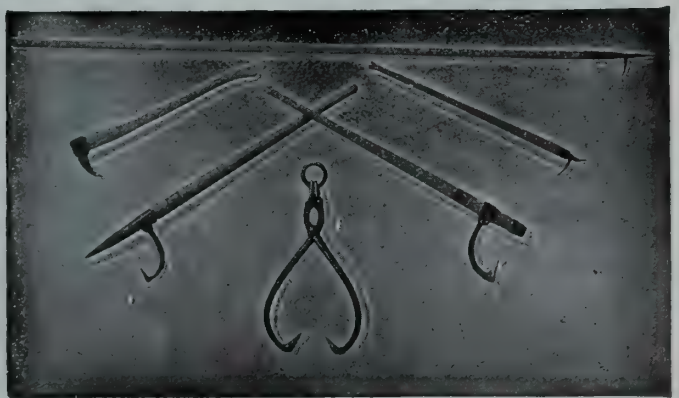


THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd. Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Onsida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBE
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BIIASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros. Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEATHER STRIP
The Frost King Weather Strip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WICKS, STOVE
The Happy Thought Foundry Co., Ltd., Brantford.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont.
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE BALE TIES
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.
J. H. Connor & Son, Limited, Ottawa, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
Whites, Limited, Collingwood, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.
J. H. Williams & Co., St. Catharines, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

HARDWARE CLERK WOULD LIKE POSITION. Has two full years' experience and is not afraid of work. Geo. Grundenberger. New Hambourg, Ont.

EXPERIENCED HARDWARE MAN WILL take your stock and relieve you of all worry. Charges reasonable. Box 101, Hardware and Metal.

FOR SALE

WE HAVE TWO LARGE GASOLINE OR coal oil tanks for sale. Capacity 1,700 gals. and 1000 gals. respectively. Price f.o.b. $275.00 and $225.00 respectively. Terms cash. Box 100, Hardware & Metal.

STOVE REPAIRS, FIRE BRICKS, IRON Linings, Waterfronts for Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, Garlands, New Empress, Pearl Champion, Silver Kings, Climax, Colonials, Pen Esthers, Ideals, Princes, Crown Treasure, Nelsons, Laurels, and all makes of stoves. Write for list and prices. Grundy Bros., Strathroy, Ont.

SNOWSHOES
Genuine Salmon Snowshoes
Sole Distributors,
A. E. McGREGOR & CO.
Huntsville, Ont.

HARDWARE AND METAL the logical medium to use if you have a message for the Canadian hardware trade.

Have you any small needs?

Do you want to sell anything?

If so advertise in this paper and watch Results.

WHOLESALE HARDWARE

Traveler required. Important distributing company exclusively handling European cutlery, tool, aluminum-ware, etc., require live wire for Quebec and Maritime Provinces. Splendid opportunity. Only those with best wholesale connection need apply. Replies confidential. Apply Box 106, Hardware and Metal, 128 Bleury Street, Montreal.

HELP WANTED

WANTED — TINSMITH; YOUNG MAN WHO can estimate on work and install warm air furnaces. Present work out of factory at Brockville with opportunity of going out as travelling salesman. Give salary required and all particulars in first letter. Smart's Brockville Furnaces, Ltd., Brockville, Ont.

WANTED SALESMAN FOR ONTARIO TO call on Hardware and Glassware trade, one who has connection and experience preferred. Must be a hustler and able to show results at once. State salary expected and qualifications. Box 102, Hardware and Metal.

WANTED IMMEDIATELY, FIRST CLASS Hardware man; must be a good salesman and stock keeper. State age, experience, and salary expected; also name of last employer. Give all particulars first letter. J. S. Moir, Arnprior, Ont.

THE MANUFACTURER DESIRES REPRESentation on a commission basis, to the Hardware and Grocery, wholesale and retail trade. Thoroughly covering Canadian Pacific, Mattawa, Westward, Trans-Continental and Canadian Northern, North of the C. P. R. in Ontario. Box 81, Hardware and Metal.

BUSINESS CHANCES

A CHANCE OF A LIFETIME

HARDWARE AND FURNITURE BUSINESS in best town in Canada to-day stock between five and six thousand would reduce. Average turnover since June 1st, five thousand. November sales seven thousand two hundred. Sold over two hundred stoves. Brilliant future. Big building contracts let for next year. If interested write for particulars, Box 98, Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

For Distinctive --- Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.---Ottawa, Canada

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1856.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO N.,Y.

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the late of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.

OWEN SOUND, ONT.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F. S. BURCH

Retail Prices		
	Single Spiral Colored Bands	$1.00 for 100
	Ribbon Bands Colored	$1.65 for 100
	Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.

MANUFACTURERS SMITHS FALLS ONT.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

PETERBOROUGH CANOES

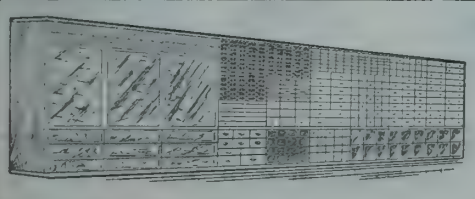
High Grade Canvas Covered and Wooden Canoes, Row Boats etc. Paddles and Oars.

Peterborough Canoe Company Limited

256 Water Street Peterborough Canada.

Curtain Rods, Household Fixtures, Bathroom Fittings.

Newell Mfg. Co. Ltd., Prescott, Ont.



Cameron Store Equipment

Our Specialty

Cameron & Company

74 Logan Ave. Toronto

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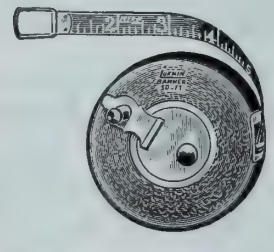
Did You Ever Feature Measuring Tapes?

Your Market will Surprise You--They have a Thousand Uses

There's a tape for everybody, from farmer to professional man; of a style and price that fill the bill for each. There's a good margin for you.

TRY IT OUT



We will supply cuts for your printer, and colored display cards for your store that will talk tapes to everybody that comes in.

We have a tape display case carrying just the assortment every hardware merchant needs.

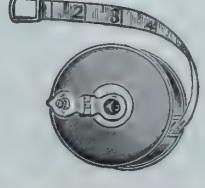
YOU WILL FIND THE DEMAND IS FOR

LUFKIN TAPES

THE RECOGNIZED STANDARD FOR YEARS

Made in Canada

Send for Catalogue. Ask your Jobber's Salesman.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.

Give a receipt
and get all your money

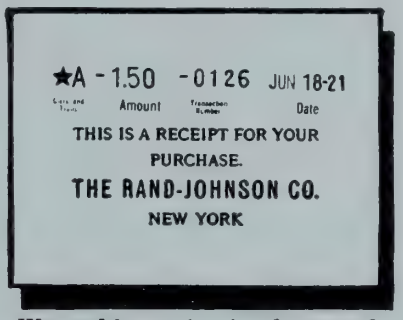
The right way to handle a sale

1. Collect the goods at the wrapping counter beside the register.
2. Tell the customer the price and get the money.
3. Register the sale.
4. Wrap the receipt in the parcel.
5. Give parcel and change to the customer.

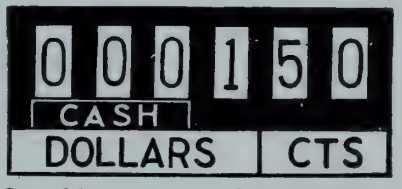
The customer gets quick service.

The clerk gets credit for making the sale.

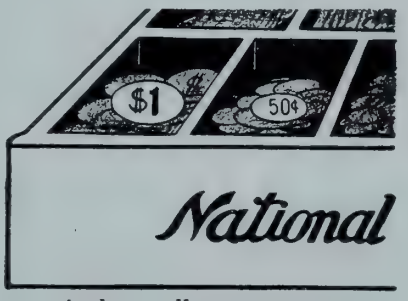
The merchant gets all of his profits.



Wrap this receipt in the parcel



Get this receipt inside the register



And get all your money

We make cash registers for every line of business

NATIONAL
CASH REGISTER COMPANY
OF CANADA LIMITED — TORONTO ONTARIO

Follow Nature's Example

Paint is to the House as Bark is to the Tree

Nature is mankind's greatest teacher—not only does she give free instruction in the art of decoration in color, line and form, but she is also the greatest living exponent of protection against decay and destruction.

A tree without its bark would rot and die through lack of protection against the elements—similarly all surfaces subject to wear and tear need the protection of a "surface saver."

Merchants who pass along this thought to customers during the winter months can do a lot to create new business for interior paint, oil stain, varnish, enamel.

Remember also that ever since the inception of the "Save the Surface" campaign, the B-H advertising has always very closely tied up with the movement. We realize fully that the B-H dealer represents us in his territory—so we put forth every effort to help him make the maximum number of sales. This is the sort of co-operation that helps the dealer. This effective dealer support, combined with highest quality goods, makes the B-H line highly profitable for any live dealer to handle.

Particulars of the B-H Agency Proposition will be gladly sent free on request.

BRANDRAM-HENDERSON LIMITED

MONTREAL — HALIFAX — ST. JOHN — TORONTO — WINNIPEG
MEDICINE HAT — CALGARY — EDMONTON — VANCOUVER

QUEBEC NUMBER

Hardware and Metal

Vol. XXXIV. No. 2 | THE MACLEAN PUBLISHING COMPANY, LIMITED | PUBLICATION OFFICE : TORONTO, CANADA | January 14, 1922

Win Steady Customers with Known Brands

Brands that are well known bring you steady customers. If a file user can obtain at your store one of the famous brands named below, he will be more likely to buy from you regularly the other things he needs.

Our files and rasps have been recognized for over fifty years as the standard of quality in their line. Practical experience has taught the file user that he gets maximum value when he buys one of these brands:

Kearney & Foot - Great Western
American - Arcade - Globe
FILES AND RASPS

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

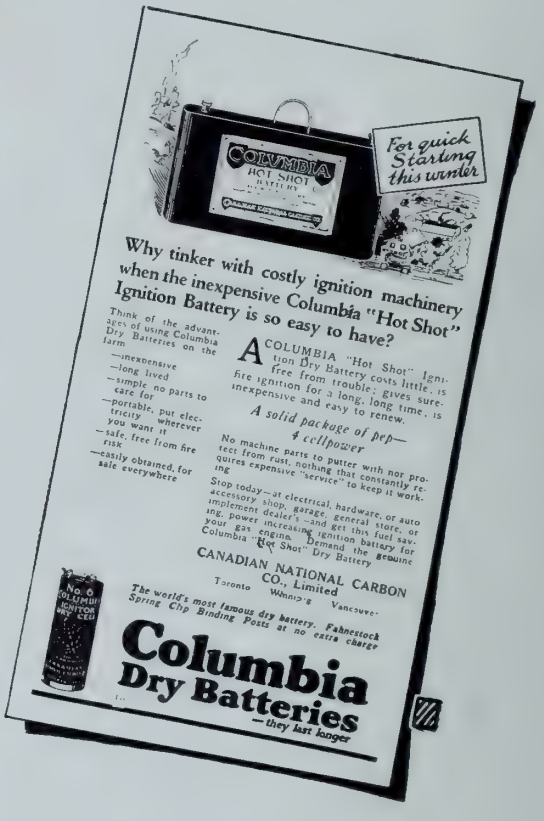
A Big Year for COLUMBIA

ALL records for sales of Columbia Dry Batteries were smashed in 1921. The demand was very large—due to the wide use of gasoline engines of every description requiring dry batteries for ignition, and the recognition of the public that Columbia Dry Batteries have the most "pep" and longest life.

Dealers should order their stock early through their Jobbers to make sure of securing a full supply of fresh, powerful Columbias.

Columbia Advertising

ONE factor in the success of Columbia Dry Battery sales is the consistently good advertising which has made Columbia stand for not only the best dry battery but the one battery which has been obtainable everywhere in uniformly good quality. The advertising plans for this year are the most comprehensive ever planned by the Company.



Leading newspapers, farm papers, and magazines will be used extensively. New window and store display material is being prepared. 1922 will see Columbia more widely advertised than any previous year—and that means much to the dealer.

CANADIAN NATIONAL CARBON CO., LIMITED

Toronto Montreal Winnipeg Vancouver

Columbia
Dry Batteries
—they last longer

CT1

Order by Mail !

It's Easy If You Use

HOWLAND'S BULLETIN

"Howland's Bulletin" makes it easy to order by mail because it provides a handy and up-to-date ready reference of seasonable lines.

Each issue is carefully compiled, clearly illustrated—the prices are up-to-date at the time of mailing, and it's always there—right on the spot, rain or shine awaiting your convenience.

And behind the "Bulletin" is our Mail Order Service which is always waiting to give mail orders and enquiries the prompt and careful attention for which we have an established reputation.

LET US SERVE YOU FROM TO-DAY.

H. S. Howland Sons & Co.
LIMITED

TORONTO

Howland's Bulletin makes it easy to order by mail.

If interested tear out this page and place with letters to be answered.

Advertising!

To Help You Sell More

These are the first advertisements of a **real** campaign of national advertising. They will shortly be appearing in a long list of the finest papers in Canada.

They advertise Diamond Ware and Pearl Ware and every one of them is a strong invitation to women to go to their nearest retail hardware merchant to ask about either Diamond or Pearl Ware.

A Force That Will Work *For* You

We have worked hard for months on this great campaign and all through the one big idea has been to make our advertising a real, valuable asset to the retailers carrying Diamond and Pearl Ware. As a result, this powerful campaign is going to be a force working **FOR** you, rather than **ON** you.

While Diamond Ware and Pearl Ware always have been good sellers, from now on they are going to be far better than ever before, because they are lines that are now backed with the most powerful kind of consumer advertising.

The dealers who cash in biggest on SMP Enameled Ware business for 1922 are the dealers who are going to co-operate most fully with us in our efforts. If our traveler has not already explained our plan fully, write us and we will be glad to let you have full particulars.

Where You Come In

Dress your windows frequently with Diamond Ware or Pearl Ware—whichever you push. Keep a price tag on every article and show Diamond or Pearl right up in the front of your store—on tables, if you have them, or, if not, then on your best shelves. In any case, keep it where it can be easily seen and handled. But remember this—it is the dealer who co-operates most fully and does his level best to hook up with our advertising who is going to show a real profit in handling SMP Enameled Ware during 1922.

Watch for our advertisement in next week's issue of this paper

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS CO OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered.

Sell Freedom from Ice and Snow

Ice and Snow cannot interfere with the reliable and easy working of Hatch Garage Door Outfits. Show your customers the advantage of being able, in any weather, to enter or leave the garage without delay. Who wants to shovel a lot of snow away to make room for doors to open, or stop to free moving parts from ice and snow?

With Hatch Garage Door Outfits

The doors slide easily out of the way and cannot blow or swing in the wind—and cause an expensive breakage of glass, headlights, windshield, etc.

Canada's total of motor cars still grows. Hardwaremen have assured business for Hatch Garage Door Outfits.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

TRADITIONS

Sixty five years have passed since James Smart founded on the banks of the St. Lawrence River the business which still bears his name. Dedicated to the ideal that the people of Canada should be furnished with products of wood and metals high in quality and fair in price, this institution has grown and prospered. Throughout the years that have gone and in the years that are to come, fair dealing is the corner stone of this business. Such traditions handed down make us very proud to mark "SMART" on these products of proven worth.

JAMES SMART PLANT
BROCKVILLE

St. John **Montreal** **Toronto** **Winnipeg** **Vancouver**

If interested tear out this page and place with letters to be answered.

1915 Door Hangers and Track

An "Easy Mover" For Doors and Stores

This hanger brings business to merchants. It has those desirable, distinctive features of individuality that make selling easy.

It attracts attention, gains interest, and convinces by its good points: the oiling device, the bearings, the enclosed carriage in its weather and bird proof track, and the flexible joint that allows the door to swing.

It is Easy to Sell S-B Door Hangers because of their superior selling points. The 1915 Hangers are packed one pair in a carton, complete with bolts and special oiling track support; 1915 Track and 1915 Brackets.

Canadian-made Hardware—Ask for New Catalogue.

N. Slater Company, Limited

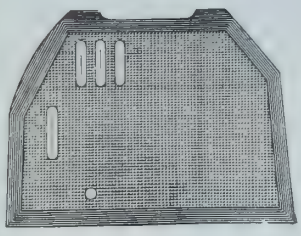
Hamilton, Canada

Representatives

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto
H. E. O. Bull, Montreal, Quebec
A. T. Chambers, Vancouver, B.C.

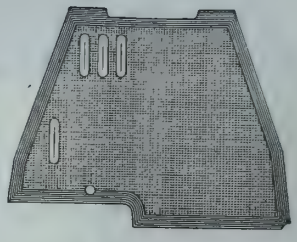
If interested tear out this page and place with letters to be answered.

The Season is Here



COUPE MAT

No Draft
No Dirt
No Engine Odors



SEDAN MAT

"Gutta Percha"

Wind and Heatproof Mats
for
Ford Coupe, Sedan and Touring Cars

These mats have anti-draft control slots which prevent the wind, heat and engine odors from passing through the clutch and emergency brake openings. They are made in pyramid pattern with a corrugated border, and are reinforced with an exceedingly tough non-abrasive stock where the hubs come in contact with the rubber.

The advantages of this mat are so apparent that practically no sales talk in necessary—to show them to your customers is to sell them. Every Ford owner is likely to buy one if he sees it.

The Mat Ford Owners Need
Send Your Order to Our Nearest Branch

MADE IN CANADA BY

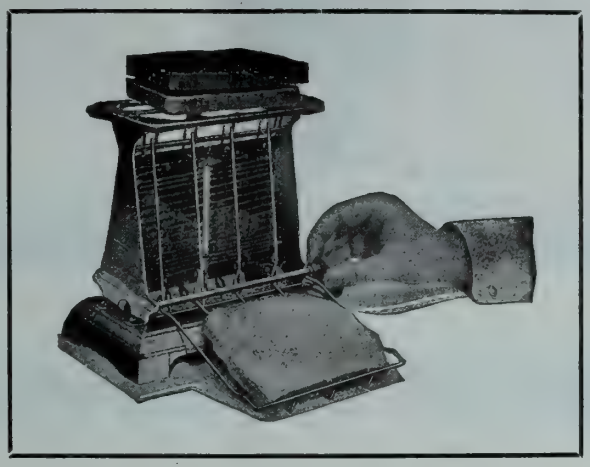
Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

BRANCHES: Halifax, Montreal, Ottawa, Toronto, Hamilton, London, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria.

If interested tear out this page and place with letters to be answered.

Westinghouse Turnover Toaster



Turn the toast by simply turning an insulated knob—No danger of burning the fingers.

Demonstrate this turnover feature to your customers. Show them how it is unnecessary to touch the bread from the moment it is put on the toaster until it is taken off—toasted.

Also mention the convenience of the flat surface on top of the toaster for keeping the toast hot or to heat plates, keep the coffee warm, etc.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.

MONTREAL, 285 Beaver Hall Hill
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.

OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

Repair Shops:

MONTREAL—113 Dagenais Str.
WINNIPEG—158 Portage Ave. E.

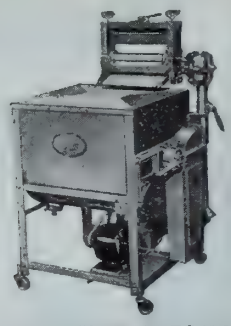
VANCOUVER—1090 Mainland St.

TORONTO—366 Adelaide W.
CALGARY—316 3rd Ave. E.

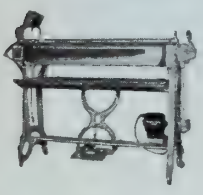
Westinghouse

If interested tear out this page and place with letters to be answered.

A B C ALCO WASHERS
Single and twin tub models; power and electric types.

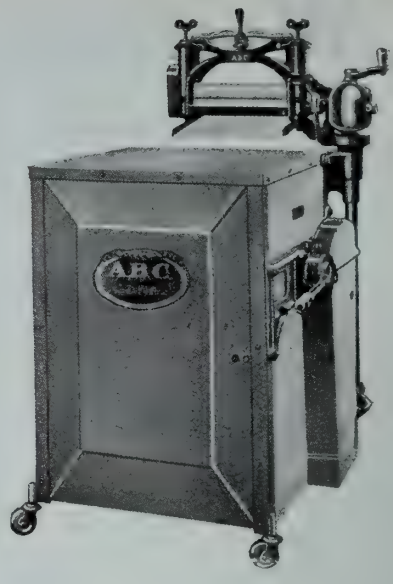


A B C SUPER ELECTRIC
Semi-cabinet washers; copper or galvanized iron tubs.



A B C ELECTRIC IRONER
Can be run by any A B C electric washer; also separately motored.

A B C SUPER ELECTRIC
The "Packard" of Electric washers; full cabinet.



Why Not Sell ONE Complete Line?

Why tie up your capital in stocks of three or four makes of washers and ironers?

Why talk, advertise and sell three or four makes?

Why order separate shipments, enter into separate correspondence, and endure all the extra trouble and work that dealing with three or four sources entails?

Why not **concentrate** on **one** make that covers all popular types and meets every price demand? You can also secure better discounts by that policy. Take on the famous A B C line and make up combination orders. You can offer a greater variety of models to your trade, on a smaller investment, and make more profit per sale besides!

There are twelve A B C models from which you can select your assortments. No other line is as complete. Power and electric washers, and electric ironers, are included. The retail prices range from $110 to $225 on electric models. Power-driven washers are correspondingly less in price. All prices are at rock-bottom; greatly reduced from previous levels.

The manufacturers of the A B C line, Altorfer Bros. Company, are pioneers in the industry. They are a big, progressive, reliable $2,000,000 organization, of broad and liberal policies. A B C Washers have been on the market for 14 years—their success is a matter of record. Every model is a high-grade one.

Exclusive dealerships for this famous A B C line are assets. Real co-operation with the dealer goes along with them. They are worth getting. A few more are to be allotted at the present time. Immediate investigation is therefore advisable. Your inquiry does not place you under any obligation. Wire or write at once.

A B C Electric Laundress

WASHES WRINGS IRONS

Canadian Representative:
C. D. HENDERSON, Box No. 123, BRANTFORD, ONT.

WHOLESALE DISTRIBUTORS:

Maritime Provinces:
BLACKADAR & STEVENS, Roy Building, Halifax, N.S.

Ontario:
MASCO CO., LTD., 78 Richmond St., Toronto

Alberta:
CUNNINGHAM ELECTRIC CO., LTD., Calgary

Quebec:
DAWSON & CO., LTD., 148 McGill St., Montreal

Saskatchewan:
SUN ELECTRICAL SUPPLY, LTD., Regina

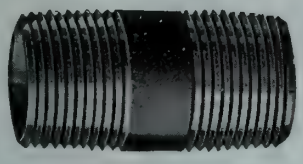
British Columbia:
RANKIN & CHERRELL, Vancouver

If interested tear out this page and place with letters to be answered.

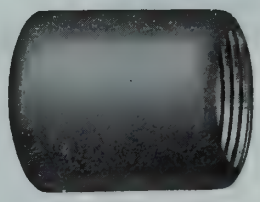
WROUGHT PIPE

COUPLINGS and NIPPLES

Each length of our



M.R.M. PIPE



is tested to withstand a pressure of 700 pounds per square inch

----BLACK or GALVANIZED----

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

MADE IN CANADA

WILLIAMS' SUPERIOR
Drop-Forged Pliers

Efficient — Durable — Dependable

Ever-ready Tools for Every Kind of Work

Auto Pliers with slip-jaw for automobile and general use.

Fence Pliers for wire stretching and splicing; three slots for wire cutting.

Side-Cutting Pliers—with checkered handles providing an ideal slipless grip.

Thin Bent Nose Pliers—with slip-joint—for any work where the clearance is limited.

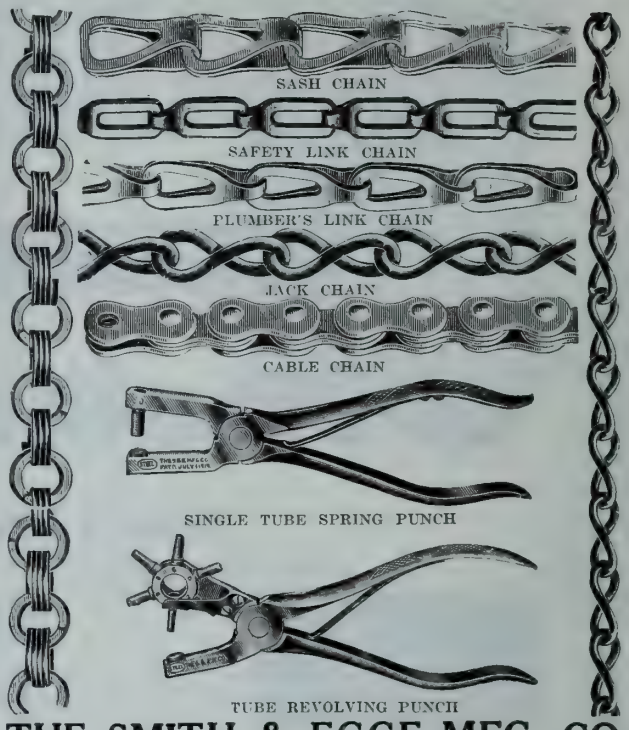
Catalog on request

J. H. WILLIAMS & CO. Limited

"The Drop-Forging People"

30 Thorold Road - St. Catharines, Ont.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

If interested tear out this page and place with letters to be answered.

Model 35
5-burner Stove
with Cabinet

Model 39-G
5-burner Range
with built-in Oven

For The New Year

IN WISHING you the Compliments of the Season and a very prosperous 1922, we take the opportunity of announcing something new in the Perfection line,—a big, new 5-burner New Perfection cook stove.

The merits of New Perfection cook stoves have long been recognized by dealers everywhere. Over 4,000,000 users have endorsed them for the economies they make possible and the comforts and conveniences they bring. And now the new 5-burner New Perfection will enable dealers to offer all the advantages of the complete oil cook stove to even the largest family.

The 5-burner New Perfection oil stove (illustrated above) is an all-the-year-round convenience. Has all the well-known good points of the 2, 3, and 4-burner stoves, but the extra burner means that while two are being used for baking, there are still three available for other cooking service.

If you are not at present handling New Perfection stoves, it will pay you to investigate our dealer proposition. The whole Perfection line is a profit maker for dealers.

The PERFECTION Line

New Perfection Cookstoves
New Perfection Cabinets
New Perfection Ovens
New Perfection Water Heaters
Perfection Oil Heaters
Sani-Can
Hotpoint Electrical Appliances.

PERFECTION STOVE COMPANY, LIMITED

Home Office and Factory

SARNIA - ONTARIO

MONTREAL, P.Q. WINNIPEG, MAN.

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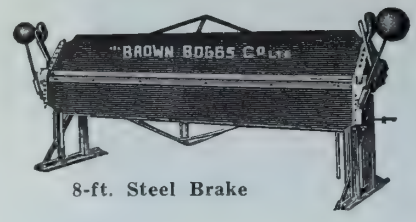


8-ft. Steel Brake

Consider Your Shop!

Brown-Boggs Metal Working Tools Will Save You Time and Money

B B Co Ltd.

Stove Pipe Folder

Consider the spread between sheets and finished products. Get a Brown-Boggs Steel Brake and make your own eavestrough, gutter pipe, etc.

This is but one of many suggestions that will occur to practical tinsmiths considering ways of making more money with Brown-Boggs Sheet Metal Working Tools.

Foot Squaring Shear

The Brown, Boggs Co., Ltd.

HAMILTON, -:- ONTARIO

Manufac urers of

Tinsmiths' and Heavy Sheet Metal Working Machinery
Canning and Evaporating Machinery.

IT'S READY

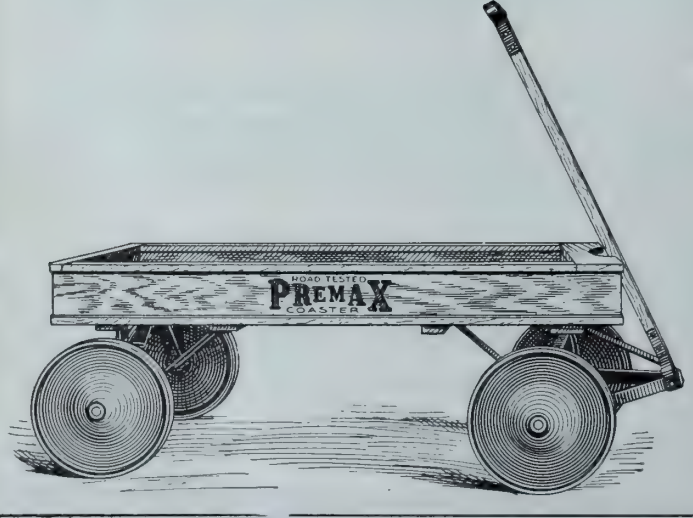
The Premax Road-Tested Coaster

for Spring Trade

New in every particular. From the all-steel bolsters, front and rear, to the attractive metal name plate, no effort has been spared to make the Premax Road-Tested Coaster the best wagon you have ever sold.

Large pressed steel disc wheels of unique design. No rivets or welds to loosen. Roller bearings in all wheels contained in patented hub with ingenious detachable wheel feature.

The Premax Coaster can be delivered to you now. Ask your jobber or write for literature.



Niagara Metal Stamping Corporation

Niagara Falls, N. Y.

Division M.

Canadian Sales Representatives:

D. A. McDONALD, 141 Bannatyne Ave., Winnipeg, Man.

R. R. LABELLE, 404 de St. Valier St., Montreal, Que.

If interested tear out this page and place with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

AJAX

TUNGSTEN

VACUUM and GAS FILLED

LAMPS

AJAX

LICENSED UNDER THE PATENTS OF THE C. G. E. CO,, LTD.

The "AJAX" Line embodies everything in th e art of Tungsten Lamp Manufacture that is necessary to produce a strictly high-grade A- one product via superior quality of materials and workmanshi- uniformity of construct ion, maximum candle power output for a guaranteed average life performance of 1,0 00 burning hours at minimum current consumption, rigid inspection of all component parts and of the finished lamp, all being combined with the very latest scientific met hods of manufacture.

Why fool with, or jeopardize your business b y handling cheap imitations when there is such a large measure of lamp value and secu rity to be had with "AJAX" lamps? Apply to our factory or nearest branch for prices.

MANUFACTURED BY

The Canadian Tungsten Lamp Co., Ltd.

Hamilton, Canada

Branches: ***Toronto*** ***Montreal*** ***Winnipeg***

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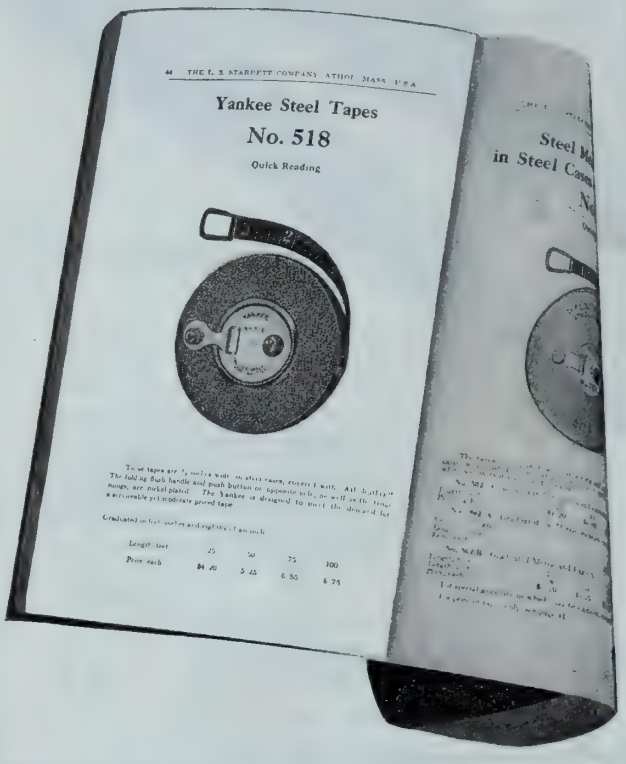
New Tools You Should Know



YANKEE STEEL TAPES

No. 518 With Quick Reading Features

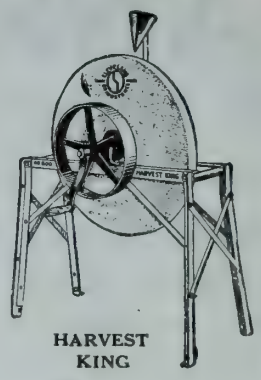
Starrett quality—Starrett accuracy and service—yet moderate in price. There's a demand for a line of tapes like that, and "Yankee" tapes were made to meet it. This new Starrett line is illustrated and described on page 44 of the new Starrett Catalog No. 22 "MA." Note that these tapes have the Starrett "quick reading" features, and are equipped with nickel-plated folding flush handles with the handy Starrett "push-button" handle opener. Get the data on this and other new additions to Starrett Tools. And write for the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

42-243

Sell Starrett Tools



HARVEST KING

The Best Known Grindstone Is the Best Seller

The better known you are in your community the better your opportunity to make sales. And this applies with equal force to grindstones.

Cleveland grindstones are the best known grindstones because they are produced in largest quantities by the oldest and largest producer of grindstones.

There are more of them in use. They have been advertised more than any other grindstone and consequently are known better than any grindstone. All of which means they are easier for **you** to sell.

Of Special Interest to You

"How to Win a Prize" is the title of a folder we have just issued for hardware dealers. Your copy is ready for the asking. Write for it today.

The Cleveland Stone Company,
812 Union Bldg. Cleveland, Ohio.
Bissett & Webb, Ltd., Winnipeg, Man., Western Distributors

Release Capital for 1922

Indications are that 1922 will see us restored to normal, healthy business conditions.

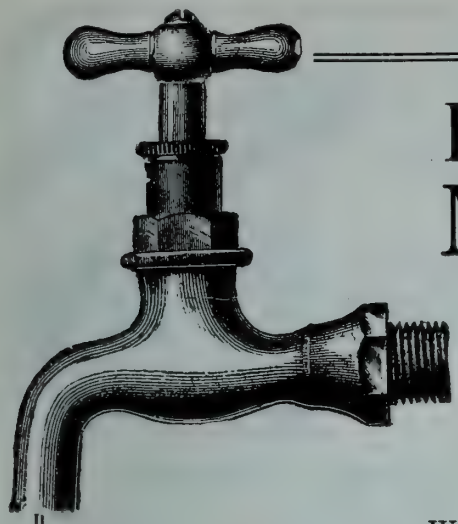
It will be no year to stagger along under a stock of old goods, bought at peak prices, and heaviest in the slow-selling "luxury" goods.

Wisdom and common-sense urge the shaking off of this handicap by every retail hardwareman so situated.

Sell the old stock and sell hard! Release all the capital possible. Begin 1922 with a fresh, new, attractive stock, bought at present prices to sell at figures of alluring interest to consumers. Let us quote you on your new stock.

Thos. Birkett & Son Co.
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

If interested tear out this page and place with letters to be answered.



Plumbing Goods
MORRISON

We stock:—Iron Pipe, Lead Pipe, Cast Iron Soil Pipe and Fittings, Brass Tube ⅛ to 10 inch O.D., Brass Pipe (Iron Pipe Sizes), Copper Pipe (Iron Pipe Sizes), Brass Rod (Round and Hexagon), Copper Rod, Sheet Brass, Brass Wire.

We stock:—Brass and Copper Pipe, Iron Pipe Fittings, Brass Pipe Fittings, Pipe Fitters' Tools, Stocks and Dies, Pipe Wrenches, Pipe Cutters, Pipe Vises, Etc., Etc.

TRADE MARK J.M.B. REGISTERED A GUARANTEE OF QUALITY

James Morrison Brass Mfg. Co.,
93-97 Adelaide St. W.,
Toronto

Handle Paint Oils Safely and Economically

No matter what may be the volume of your paint and lubricating oil business, you need a battery of Bowser Fig. 115's. Install a Tank for each kind of oil. You'll notice at once the economy of Bowser.

The all-metal, evaporation-proof construction prevents leakage and gumming. The Piston-Type Measuring Pumps deliver *exactly* the amount of *clean* oil required, eliminating spillage. Thus you will be *paid* for all the oil you *buy*.

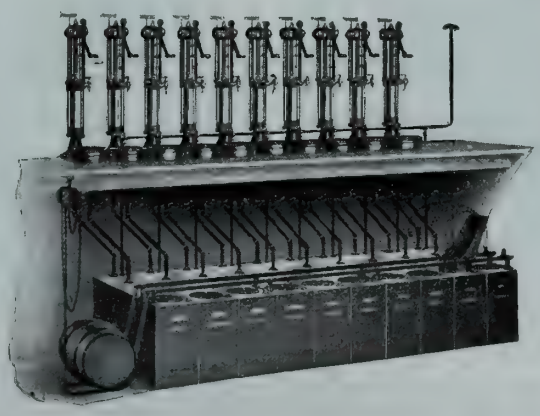
The whole combines to keep your store neat and clean and give it an inviting appearance—which results in greater patronage.

Bowser Equipment has never started or contributed to a fire.

Write for Illustrated Booklet **C-16**

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., LTD.
1668 Fraser Ave. Toronto, Ontario

BOWSER ESTABLISHED 1885
PISTON-TYPE MEASURING PUMP



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TRIMO

THE WORD TRIMO

Pipe Wrench

Nut Wrench

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

MANUFACTURERS

"Monitor"

Coal oil

Blow Lamp

We also supply Stoves, Furnaces, and Brazing Lamps.

Safer-Hotter-Cleaner

Safety is an important advantage in this efficient line of coal oil-burning lamps. This effective model is supplied either with, or without, the soldering iron attachment. Made of Polished Brass; gives a clean hot flame and is not affected by wind or rain. Specially recommended for Electricians, Plumbers, Gas and Hot Water Engineers and for heating the ignition tube of Oil Engines. Supplied in three types; Inclined, Vertical & Horizontal. One or two-pint sizes.

The Standard Meter Co. Limited

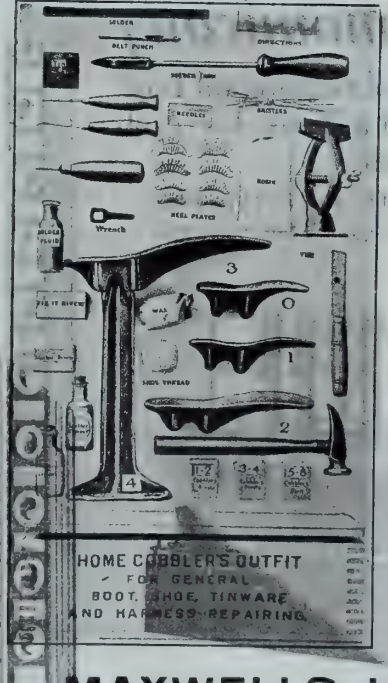
Toronto, Canada

Agents

Manitoba and West
Frederic Sara & Co.
Calgary, Alta.

Ontario and East,
A. G. & A. L. Brown & Co.
207 St. James Street,
Montreal, Que.

"ECONOMIZERS"



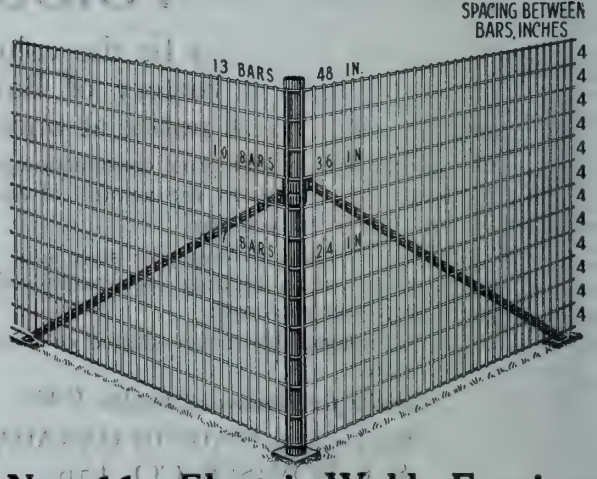
There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."

The line illustrated is particularly adaptable to the conditions of to-day. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs—tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

MAXWELLS, LIMITED

St. Marys, Ont.

This is the Popular Fence



No. 11, Electric-Weld Fencing

As a fence it is splendid for lawns, gardens, orchards, trellis, tennis courts, tree and window guards. Used for partitions in warehouses, stock rooms, etc. Made in 24 in., 36 in. and 48 in. height. Most inexpensive, easy to erect. Write for our prices—they will interest you.

A. R. LUNDY

257 King St., West, TORONTO

If interested, tear out this page and place with letters to be answered.

QUEBEC the PROVINCE of PROSPERITY

From the Crucible of Readjustment

In 1920 And 1921 The Iron and Steel Industry Reaped What It Had Sown—Trials of Readjustment Period Will Help to a More Rapid Stabilization—Living in the Age of Iron

Written for Hardware and Metal by General Sir Arthur Currie, Principal McGill University, Montreal, and formerly Commander-in-Chief of Canada's Overseas Forces.

English Version

IT IS remarkable that the old myth of the four ages through which mankind has passed or is passing (the ages of gold, silver, bronze and iron) place these four metals in the order in which they were probably discovered or utilized. We are living to-day in the age of iron in a sense more complete and more comprehensive than is realized even by us—the heirs of the three preceding ages. We are the true sons of Vulcan, for our civilization is based upon iron as no preceding era has been. While the iron horse is vastly more efficient than the horse of flesh and blood; while the iron road serves a purpose which the road of earth and stone could not; while the iron machine greatly exceeds in effectiveness its weak and feeble predecessor, the late war disclosed that the only thing which iron shot and shell could not overcome was the spirit of man. "We, too, sons of McGill, are workers in the age of iron, loyal sons of the Iron King; not all of us, it is true, but in our midst you will find the workshop and the noisy forge. True, we do not produce for a market, nor are we buyers or sellers, but we think we learn best how things are done and how they should be done by doing them. In other departments we study the markets of the world, the questions of management, the trials and perplexities of the labor problem, matters affecting prices and wages; and in doing so we are of you and with you. Now the decline of the old and the beginning of a new year bid us (whether of the College laboratory or the busy market-place) to halt for a moment to consider what has been and to enquire what may be. During 1920 and 1921 we reaped what we had sown in the preceding years and the harvest was bitter to our taste. As the iron and steel industry was among the first to feel the impetus of the war and the consequent inflation, so it was among the first to suffer from stagnation and deflation. I am confident, though, that it will be among the first of our industries to profit by and to hail with joy and glad-

(Continued on page 102)

GENERAL SIR ARTHUR CURRIE

Principal of McGill University, Montreal, and formerly Commander-in-Chief of Canada's Overseas Forces, who herewith extends a message to Canadian hardware merchants.

French Version

L'ANTIQUE légende veut que l'humanité ait passé par les quatre âges successifs de l'or, de l'argent, du bronze et du fer, et elle a désigné ces quatre métaux dans l'ordre où ils furent probablement découverts et utilisés. Nous vivons en ce moment à l'âge du fer, et d'une façon plus intensive que nous ne le réalisons peut-être, nous, les héritiers des trois âges précédents. Nous sommes les vrais fils de Vulcain, puisque notre civilisation est tributaire de l'industrie du fer plus qu'à aucune autre époque. Le cheval de fer est infiniment plus efficient que le cheval de chair et d'os. Le chemin de fer remplit un rôle que, ni le chemin de terre, ni le chemin de pierre ne pourraient jamais concurrencer; tandis que les machines de fer font un travail qu'on n'aurait jamais cru possible au temps de leurs ancêtres, les machines de bois; enfin la dernière guerre a démontré que, seul, le génie humain pouvait triompher des obus de fer.

"Nous, du McGill, sommes aussi des travailleurs de l'âge du fer, sujets loyaux de sa majesté le ROI FER: pas tous, du moins trouve-t-on dans notre milieu l'atelier perfectionné et la forge bruyante. Nous ne produisons pas pour un marché quelconque; nous ne sommes pas acheteurs, ni vendeurs; mais nous apprenons comment on doit faire les choses en nous appliquant à les bien faire. Dans les autres facultés, nous étudions les marchés mondiaux, les questions d'administration, les difficultés et les perplexités des problèmes sociaux, les causes d'abaissement et de relèvement des prix et des salaires; et, par ces occupations multiples, nour vivons de votre vie et nous sommes des vôtres.

"A l'aurore de cette nouvelle année, il importe que tous, professionnels au laboratoire collégial, ou hommes d'affaires sur la place du marché, nous nous arrêtions à considérer ce qu'a été le passé et à nous demander ce que sera l'avenir. Durant les années 1920 et 1921, nous avons récolté ce que nous avions semé dans le cours des années précédentes: les fruits en ont été amers. L'industrie du fer et

(Continued on page 102)

QUEBEC—*the Province of Prosperity*

C. O. CLARK & BRO. - - - MONTREAL

Order this attractive counter display card from your jobber. It catches the eyes of customers and reminds them they need new locks, resulting in many profitable sales for you. Do not handle foreign made padlocks when you can get a better line made in Canada.

Donnez à votre jobber votre commande pour cette attractive carte d'étalage. Elle attirera l'attention de vos clients et leur rappelera qu'ils nt besoin de nouvelles serrures, le résultat sera un accroissement de ventes. Ne tenez pas en stock des cadenas de marque étrangère, quand vous pouvez vous procurer une meilleure ligne de fabrication Canadienne.

QUEBEC the PROVINCE of PROSPERITY

Industrial Features of Quebec

THE textile industry in Quebec might be described as the foundational industry of that province, the mothers of the early days laying the foundation with the spinning wheel and the hand loom, and the development to the present-day industrial wealth of the Province is an interesting study. In passing it would be well to indicate the development of the past twenty years.

From total manufactured products of $158,287,994 in 1900, Quebec's industries progressed in the next twenty years to such an extent as to reach a total output in 1919-20 of $890,420,023. The chief manufacturing centres of the Province are, Montreal, with products valued in 1919-20 at $551,814,605, Quebec, $32,742,192, and Lachine $27,156,203.

Manufacturing, Comparative With Balance of Dominion

In the value of manufactured cottons Quebec leads with twelve textile plants having a capital of $37,962,311 out of a total, for the Dominion, invested in this industry of $58,732,941. These plants produced in 1919 goods valued at $57,530,438 out of a total for Canada of $82,642,949.

Quebec has $3,892,851 invested in her twenty plants for the manufacture of agricultural implements.

She operates 83 of the 147 factories in Canada employed in the manufacture of men's clothing, and they represent a capital of $14,180,989 of a total investment in the industry in the Dominion of $25,703,795.

Two of the eight Canadian sugar refineries are in Quebec and they represent an investment of $5,869,592 of a Canadian total of $37,256,851 for Canada.

Of the 1919 hat, cap and fur manufacturing establishments of the Dominion, 71 are in Quebec and they have a capital of $7,585,382 of the total of $14,431,530 for the Dominion.

Twelve of Canada's woollen textile mills are in this province with a capital of $3,126,141 of a total of $21,311,633 for Canada.

Eighteen of the fifty-seven glove and mitt factories of Canada are in Quebec and have invested in them $3,315,328 of a total of $6,291,269.

In the leather, boot and shoe industries, of the 161 establishments in the Dominion, 91 are in Quebec, and they represent a capital of $24,894,251 of a total for Canada of $38,680,581, furnishing employment to 9,746 of the 15,341 hands engaged in the industry in Canada, and producing goods valued at $41,689,124, of a total Canadian boot and shoe and leather production of $63,319,128.

In the milling of flour Quebec has 428 industries, but mostly of small capacity, having only about twelve and a half million dollars invested in them out of a total for Canada of $76,411,423 in 1,255 different establishments.

Of abattoir and meat packing establishments Quebec has 15 out of a Canadian total of 82, capitalized at $10,613,712 out of $93,363,791 for the whole Dominion.

Men's furnishings are made in 31 factories out of a total of 84 in Canada.

The province has nine shipbuilding plants representing a capital of $14,423,090.

The Pulp And Paper Industry

The pulp and paper industry shows remarkable development, and is now regarded as the leading industry of the

A view of the Port of Montreal showing activity in this important harbor. The shipping facilities of this port are kept busy handling the output of the province's industries.

QUEBEC—the Province of Prosperity

province. In the early part of the present century Quebec forged ahead as the leading pulp and paper producing province of the Dominion, due to the proximity to the raw product and water powers of considerable capacity, also to legislation favorable to the industry. The manufacture of this product is responsible for the building up of large towns at Shawinigan Falls, Bromptonville, La Tuque, Grand' Mere, Windsor Mills, Kenogami and Chicoutimi.

Pulp produced in 1919 was 831,291 tons. Pulpwood consumed in 1919 was 1,176,134 tons.

Other Industries

Not only does the Province of Quebec lead Canada in the pulp and paper industry, but it is the greatest producer of all the Canadian provinces in respect to boots and shoes, clothing, cotton fabrics, lumber, steel bridges, railway rolling stock, tobacco, cigars and refined sugar.

The City of Montreal

As has been stated Montreal, Quebec and Lachine are the chief industrial centres of the province. Montreal, further than being the largest centre of the Dominion both in population and industrial enterprises, can boast of being the second chief seaport of the Continent. It is the furthest inland port in the world, situated one thousand miles from the sea, at the interchange point between ocean and inland navigation, approached by a ship channel with a minimum depth of thirty feet at low water, and linked with a canal and lake system of sixteen hundred miles of inland navigation, extending to Chicago and Duluth, into the heart of the North American Continent.

The Port of Montreal is nearer Europe than any other large Atlantic seaport, as is demonstrated by the following distances to Liverpool. This offers superior advantages not only to her immediate hinterland, but also to the American States, bordering on the Great Lakes.

Montreal	2,773 miles,
Boston	2,810 miles
New York	3,010 miles
Philadelphia	3,160 miles
Baltimore	3,324 miles
New Orleans,	4 553 miles
Galveston	4,730 miles

Twenty-one large well lighted double transit sheds, about 500 feet long by 100 feet wide, are available for goods destined for shipment.

The harbor of Montreal represents in round figures an expenditure of $27.-000 000 and the commissioners have at their disposal for its further development a sum of $6.000,000.

The harbor limits comprise sixteen miles of water frontage on each shore of the St. Lawrence, every foot of which is owned by the public and administered by a Harbor Commission, and is the greatest grain exporting seaport in the world, with an elevator storage capacity of eleven and one half million bushels. It has eight miles of completed wharfage, capable of accommodating one hundred vessels as follows.

For vessels of 500 feet in length and drawing 30 feet of water ... 28 berths.
For vessels 400 feet long, with draught of 25 feet of water... 36 berths.
For vessels 300 feet long, with draught of 20 feet ..... 17 berths
For vessels 200 feet long, with draught of 10 feet and over .. 19 berths.

With all these features to its credit it is considered the ideal location for manufacturers, affording the most economic handling of their raw materials and finished products, and through the proper co-ordination of the Port's railroad and terminal facilities provides every possible factory and warehouse site in proximity to the waterfront, with access by all lines of transportation.

Wide Range of Industries

The manufacturing activity within the limits of Montreal are very diversified as to output. Factories number close to 2,500, employing approximately 175,000 persons. The city is the centre of the boot and shoe industry in the Dominion, also the textile and sugar refining activities. It has great manufactories of electric appliances, and some important iron and steel works. It is the centre of paint and cement manufacture in Canada. These apart from its importance in the brick, lumber, tobacco and clothing industries. In addition, Montreal is the headquarters of some of the leading financial and commercial institutions of the Dominion, also of Canada's railway, telephone and telegraph companies.

To the hardware trade, the iron and steel industry and the manufacture of paint and varnish are of chief interest. For the former it can be stated that local firms turn out every imaginable product from steel ingots and billets to small screws and pins.

The City of Quebec

The Capital of the province is one of the oldest and most historic cities in Canada. The industrial activities are not confined to boot and shoe and leather manufacturing, as it is sometimes spoken of as such. This industry is undoubtedly chief, but the largest single factory in the City is that of the Dominion Corset Company, and this is said to be the largest corset factory under the British flag. Another important industry in the city is tobacco, represented by four establishments. Other industries for which the city is noted are lumber, fur, iron and steel.

The City of Quebec now has a population of nearly 120,000 and ranks seventh in importance as a manufacturing centre of the Dominion, housing all classes of industries to the number of 450 establishments, representing 90 different kinds.

Being fortunately located in close proximity of plenteous hydro power, the electrical power situation in the city of Quebec is recognized as very good. The amount of H. P. available is amply sufficient to meet the requirements of any industry, large or small.

Quebec, too, can boast of her harbor. It is not only an asset to the city itself, but to Canada as a whole. It is said to be large enough to accommodate the whole British Navy as well as the passenger and freight vessels that now call at the port. On account of its depth, it is the only port on the St. Lawrence river which can offer accommodation for more than eight months of the year. Apart from being endowed with natural advantages, which cannot be equalled anywhere on the continent, it has been developed during late years according to plans carefully studied and designed by experts in port construction and engineering, and the most modern appliances have been added to its equipment.

The docks cover an area of about 56 acres and are provided with modern landing sheds with a floor area of 542,-500 square feet. The Quebec Harbor Commission (three members appointed by the Dominion Government) have 16 miles of tracks and the docks available for the handling of freight. With the completion of the Quebec Bridge, the docks are now accessible to all railways, and the railways have their terminals right within the harbor.

The Electric City of the East

Sherbrooke, 100 miles from Montreal, is the "hub" of the Southern Quebec territory. Good labor conditions, hydro-electric power, railway facilities and living conditions in a progressive community, are said to be outstanding features of this centre. The abundance of water-power available being responsible for the term, "The Electric City of the East." Sherbrooke has not been slow to make their waterpower available for manufacturing purposes.

Asbestos, the richest in the world, is found in the neighborhood of Sherbrooke, while rich copper mines are also in close proximity. In a word, raw materials available for manufacturing purposes found near the city are; asbestos, platinum, chrome ore, iron, copper, sulphur ore, acids, lumber, wood pulp, grain, furs, wool, hides and maple sugar. The production of raw materials in the district surrounding Sherbrooke now runs over $12,000,000 per year.

Over sixty industries are now located in the city.

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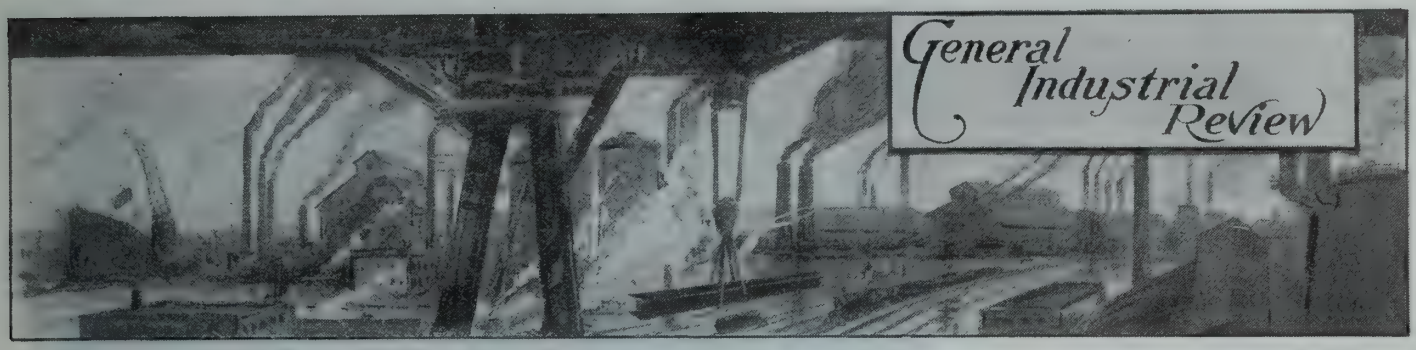

Steel Industry In Quebec

ALTHOUGH Quebec cannot claim the Sydney, Hamilton nor Sault Ste. Marie mills, the province may boast of having a very large centre of activity in the steel industry. Commercial activity demands activity in steel, and Montreal houses some of the largest enterprises engaged in the production of steel products. By reason of requirements of railways, car building shops and shipbuilding alone, demands for commercial requirements are great. While the three foregoing industries call for heavy tonnages, other local enterprises furnish a wide and varied demand. In addition, Montreal is all important as a distributing centre as far as the wholesale trade is concerned, and for the hardware trade it produces a large percentage of highly finished products. By finished products is meant; bolts, nuts, bright wire goods, burrs, butt pins, cotter pins, cut nails, escutcheon pins, horse shoe nails, wire nails, spikes, rivets, screws, staples, all kinds of wire, etc.

Advancement of Industries Furthers Steel Demands

The growth of Montreal and district as a manufacturing centre has brought a corresponding development in the steel industry. As new industries arrived, calling for construction needs, the steel mills expanded and became more self-contained until to-day they are able to meet the varied demands of the different manufacturers. Although not a manufacturing enterprise in the true sense of the word, a factor contributing to the growth of the industry has been the gradual development of power in the province. Quebec is noted for its advancement in hydro power, and this has played no small part in furthering the output of steel products.

Local Industries

The output from the rolling mills in Montreal not only includes iron and steel blooms, billets, bars, angles, sheets, wrought pipe, etc., but a complete line of finished products, such as mentioned above, is manufactured.

Among the users of the heavier products in Montreal and district are a number of bridge and construction firms which use structural steel for buildings, bridges for railways and highways, girders, trusses, towers, tanks, apart from marine engines, boilers, etc. Shipbuilders' foundries for making car wheels and castings, wire rope, pumps, rolling stock, steam, appliances, tools, containers, etc.

Potential Wealth in Quebec's Water Power

IT IS generally conceded that hydro power, when available, should be made the basis of most industries in a province or state where coal deposits do not exist, and where fuel must be imported. The Province of Quebec has no coal deposits known, but its water-powers are plentiful, various authoritative estimates placing the total power from five to six million horse-power. This figure not including the power which may be supplied by rivers north of the 50th degree of latitude.

Power Developed By The Province

A census carried out by the Dominion Water Power Branch and the Federal Bureau of Statistics shows that on the 31st of December, 1919, there was developed in the province a total of 902,000 h. p. Of this amount 638,000 h. p. was being generated in central electric stations, 175,000 h. p. was generated by pulp and paper companies, and the balance by other manufacturing industries.

At the time the amount of power used by pulp and paper companies in the province was 267,000 h. p.; the amount of electric power used by other manufacturing industries was 289,000 h. p. The amount of hydro-power used for street railway service was 54,000 h. p. and the amount used for lighting purposes was 90,000 h. p.

The principal power rivers in the province are the Quinze, the Ottawa and its tributaries, the St. Lawrence between Lake St. Francis and Montreal, the St. Francis, the St. Maurice, the Lake St. John Tributaries, the Saguenay and the main rivers on the north shore of the St. Lawrence.

Quinze, The Ottawa And Its Tributaries

Many streams less important than the above afford good power sites for small industries. For example; the North River, the Ouareau River, the Batiscan, the Jacques-Cartier, the Montmorency, the St. Anne (Beaupre), etc. Most of the rivers on the south shore of the St. Lawrence, except the St. Francis and the Chaudiere, abound in waterfalls and rapids, but none can form the nucleus of a large development.

Beginning at the west boundary of the province is the Ottawa district where a fall of 30 feet between Quinze Lake and Temiskaming gives a possible development of 175,000 h. p. The Ottawa River, from Temiskaming to Ottawa, can supply about 600,000 h. p. However, this part of the Ottawa forms the boundary between the provinces of Ontario and Quebec and the power must be divided in equal shares between the two provinces.

The Carillon Rapids afford a possible development of 135,000 horse-power.

Good power sites may be developed on the River Gatineau—a very large stream with a drainage area of 9,130 square miles and discharging into the Ottwa River a few miles below Ottawa. The principal powers may supply at least 135,000 h. p. The River du Lievre which flows about twenty miles east of the Gatineau has also some good power sites, but they are in the hands of private interests.

The second group of powers to be taken into account are those of the St. Lawrence, between St. Francis and

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Montreal. The difference in level between St. Francis and St. Louis is 82 feet, divided in three principal chutes, namely; The Coteaux, Cedars, and Cascades, in a distance of about fourteen miles. The minimum flow of the St. Lawrence at that point is approximately 180,000 second-feet. Figured at 80 per cent efficiency, this amount of water can generate 1,300,000 horse-power. At the foot of Lake St. Louis the Lachine Rapids afford a possible head of 27 feet and a possible development of 450,000 horse-power.

The St. Francis River

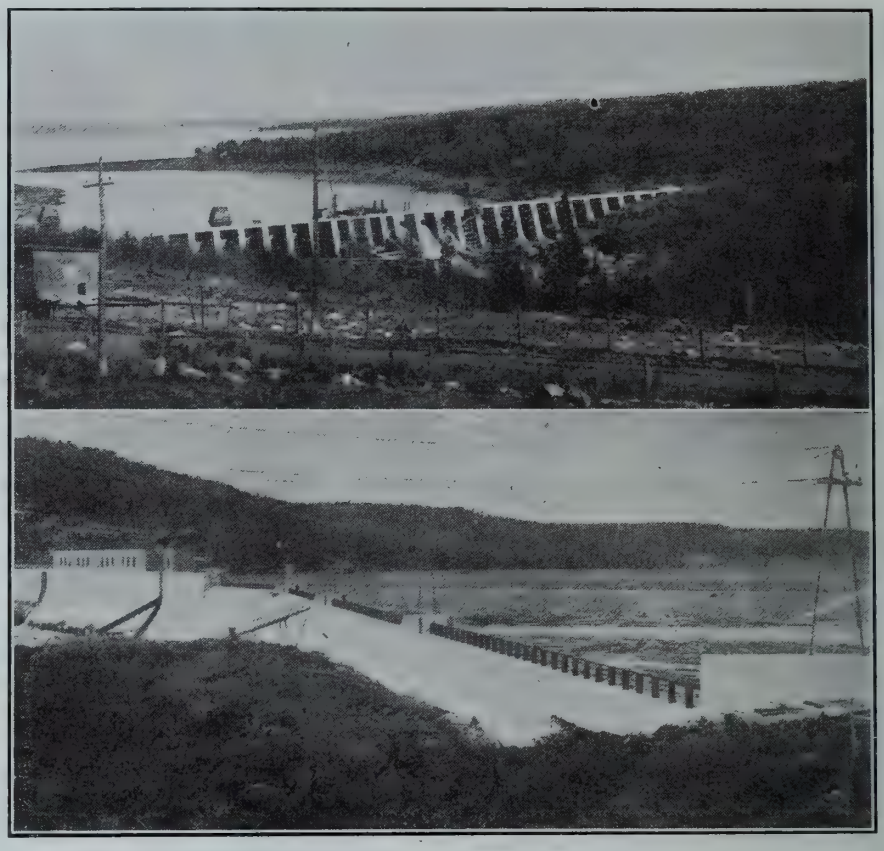
The third group is found in the territory drained by the St. Francis River, which comprises most of the Eastern Townships. The water-powers on the river itself have a capacity of about 70,000 h. p. River Magog, which is its main tributary, supplies about 10,000 h. p. to industries located in Sherbrooke and vicinity.

The St. Maurice River

The next group is that of the St. Maurice River. It is the most important, both on account of the size of the river which drains 17,000 square miles and the high falls which break its course. The head waters of the St. Maurice are about 1,260 feet above the level of the St. Lawrence at Three Rivers. This river has been regulated so that a minimum flow of 12,000 c. f. s. at Shawinigan is assured at any period of the year. The possible amount of power that can be derived from its falls is nearly 1,000,000 h. p. The Crown still has for lease the water-power sites known as Rapid "des Coeurs," from which a minimum of 60,000 h. p. can be derived, and Rapid Blanc from which 125,000 h. p. can be generated. Other falls of less importance can also be leased. The falls at Shawinigan, with a capacity of 200,000 h. p. and those at Grand' Mere with a capacity of 100,000 h. p. are fully developed. The Gres Falls, where a combined development of 70,000 h. p. is possible, and La Tuque Falls, where a development of 125,000 h. p. can be made, will be developed as soon as the market for power demands it.

Lake St. John Tributaries

The next important group is to be found in the Lake St. John district where the river tributaries to the Lake, namely: Chamauchouanne, Mistassini, Peribonka and Ouiatchouan, offer within easy reach from the lake an aggregate possible development of 150,000 h. p. This figure may be increased to 200,000 h. p. by the regulation of the flow of River Peribonka. The water of St. John flows into the sea via the Saguenay River. Its two outlets are called "the Great Discharge" and "the Little Discharge." The total head between the lake and the sea level at Kenogami is about 300 feet. It is possible to develop 600,000 h. p. in two developments of 100 and 200 feet respectively.



Waterpower scenes in Quebec Province. Above is shown the Allard Dam at the outlet of Lake St. Francis. Below is the Gouin Dam on the upper St. Maurice river.

In the Lake St. John district also are located the water-powers of the Chicoutimi River, the River "aux Sables" and the River Shipshaw. The former two are fully used by pulp and paper mills; the powers of the Shipshaw are being developed to supply power to the pulp mill at Kenogami.

North Shore Powers

Next in importance are the powers of the north shore of the St. Lawrence. The north shore of the St. Lawrence, from the Saguenay down to the gulf, is 600 miles long and is near the Laurentian chain of mountains. The fifty or so rivers which flow into the St. Lawrence in that distance offer important power sites. Information is lacking as to the value of these powers. In late years, an examination has been made of Rivers Manicouagan, aux Outardes, Betsiamites (Persimis), Escoumains and Natashquan. The water-power sites on the latter do not offer any facilities for development as the river is large and the falls are low; the powers examined on the Manicouagan River, in the lower part, offer two possible developments with an aggregate capacity of 81,000 h. p. on the River aux Outardes, the first two falls may be developed to their full extent for an aggregate capacity of 50,000 h. p.; on the Bersimis River the first fall is located forty-two miles from the mouth of the river and the second fall about twenty further upstream and they could be developed for an aggregate capacity of 51,000 h. p.

Government Adopts Water Conservation

In late years, the Government of the province has adopted the policy of water conservation, and has built storage dams in the upper St. Maurice River, at the head of the St. Francis River and at the head of the St. Anne (Beaupre) River. The amount invested in those reservoirs is about $3,300,000. The water stored during spring freshets and wet periods is distributed during the low water months, so as to greatly increase the minimum flow of the river. In the case of the St. Maurice the minimum flow was 6,000 c. f. s. under natural conditions: it is now 12,000 c. f. s. and may be increased to 15,000 c. f. s.

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On the St. Francis River, the minimum flow has been increased by 900 c. f. s. and on the St. Anne River the minimum flow has been increased by 100 c. f. s.

From these three reservoirs, the annual revenue derived is $278,000. The operating expenses are about $20,000 per annum. This revenue will be increased when new developments are made.

The Government of Quebec has not seen fit to go into the power business itself. It prefers to let private capital and initiative look after public requirements in that line. It has adopted a power policy which gives capital the guarantees it requires, and investments in water powers have been made without taxing the exchequer of the province.

Rapid Agricultural and Dairy Development

REVIEWING the agricultural development in the Province of Quebec it is found the land under cultivation has tripled in extent in the last 20 years. The native of Quebec has not lost his agricultural instincts, nor those of settler and pioneer.

Area under cultivation in Quebec is as follows:—

1901	4,704,396,
1911	8,147,633,
1920	12,145,103,

The farmer follows in the wake of the pioneer's axe trail and the number of homesteads increases rapidly from year to year. The colonization regions are always under the care of the Government. Many farmers and their sons enter new regions each year and establish themselves in their new homesteads.

The following figures speak for the growth of the farmer settlements;

Number of farmers;

1901	150,599	
1911	159,554	
1920	175,000	(estimated)

The principal crops are included in the table below, showing their yield and value:

	bushels	value
Wheat	4,206,000	$10,010,000
Oats	57,275,000	60,712,000
Barley	5,344,000	8,764,000
Rye	578,000	1,156,000
Peas	1,225,000	4,435,000
Beans	853,000	3,856,000
Buckwheat	4,081,000	6,938,000
Mixed grains	4,256,000	6,384,000
Corn for husking	1,788,000	3,290,000
Flax	111,000	434,000
Turnips	27,780,000	14,723,000
Potatoes	57,280,000	48,688,000
	tons	value
Hay and clover	6,449,000	132,462,000
Fodder corn	611,000	5,139,000
Alfalfa	67,000	953,000

The area of the Province under tobacco cultivation in 1920 was estimated at 33,000 acres, producing 26,400,000 lbs.

Fruit

This branch of agriculture continues to show progress year after year, although up to the present the province cannot boast of its extensive orchards like some of its sister provinces of the Dominion. In most of the counties of the province the fruit that is gathered is consumed on the spot; there are comparatively few places where sufficient fruit is grown for the market. However, in certain regions the planting of fruit trees is increasing each year. In the Montreal district, rich in former years in its apple production, apple growing has considerably decreased because the great orchards have been abandoned and converted into public lots.

Below is an estimate regarding four kinds of fruit trees in the province;

Apple trees	1,162,965
Cherry	389,121,
Plum	258,666,
Pear	13,242

Agricultural scenes in the Province of Quebec showing the use of tractors and other modern implements to facilitate the tilling of the soil. Quebec's agricultural resources are extensive and varied and with much pioneering and development the product of the soil in this province has become an important factor in increasing its wealth and importance.

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Live Stock

The animal stocks on Quebec's farms are one of the greatest riches of its farmer population and a great deal of effort has been put forth lately to improve strains, taking into consideration the adaptability of the various kinds and and their chances of developing and becoming profitable assets in our climate. As in the case of land under cultivation the progression in number and value of farm animals has greatly increased in the past twenty years, as is clearly demonstrated.

Dairy Industries

The dairy industry is, beyond contradiction, the most wide-spread industry in the country places of the province, and that which contributes most to the prosperity of the farming class.

In 1919 there were 1,867 dairy product factories classified as follows:

Butter factories	631
Cheese factories	833
Combined butter & cheese factories	403

The total value of butter in 1920 was $22,352,146, and of cheese $13,356,457.

Before concluding, the maple sugar industry must not be overlooked. Maple sugar products amounted to 15,615,-141 pounds at an average value of 20 cents. or $3,123,028. Maple syrup production was 1,449,649 gallons at $2,50 a gallon, or $3,624,123. The total value was $6,747,151 in 1920.

Quebec's Forests of Outstanding Value

THE province of Quebec, occupying the Northeastern part of North America, with a total area of 703,-653 square miles, is especially rich in its forests, extending from the far North shores and Hudson's Bay district to the very doors of its pulp and paper manufacturers and other industrial centers. White pine, Red pine, Grey or Jackpine, Spruce, Balsam, Hemlock, Birch, White Birch, Cedar brass-wood, Ash, Elm Tamarack, Poplar, Maple, Oak, Walnut and Hickory offering the variety.

Forest lands in the Province are classified in five categories, name'y:

1. Private forests.
2. Leased forests.
3. Forests and land held under location tickets.
4. Unleased forests.
5. Township forest reserves.

The cutting of timber is one of the most, if not the most, important industry of the province owing to the value of its products. Statistics show for the year ending June, 1921, the cut of logs of the various kinds of trees to be 1,162,-672,623 feet, board measure, the value of which is $39,269,902.44. By adding the other forest products with a value of $19,058,574.73 we get a total of $58,-328,477.17.

With such a variety of trees, the products are also varied. Besides sawn lumber, the other products may be classified as pulpwood, shingles, ties, poles, laths, staves, stavewood and square timber. The appended table gives the quantity of logs cut on private lots and on limits as well as other forest products obtained from these two sources.

CONTRIBUTING TO PULP AND PAPER INDUSTRY

The pulp and paper industry is dealt with on another page, but is here mentioned because of its relation to the forests of the Province. This industry has so increased for some years that it may now be looked upon as one of the most important, through the value of the forest trees it absorbs and the quantity of manufactured products it puts upon the market. The principal kinds of wood used in making pulp are spruce, balsam, fir, hemlock, grey or jack pine and poplar. Spruce is the most common of all and the proportion used in pulp making since 1914 has never been less than 61.-03 per cent.; it rose to 76.5 per cent. in 1917; in 1919 was 64.68 per cent. Balsam fir came next; its proportion has varied since seven years, between 23.04 and 35.84 per cent.

FOREST RESOURCES ARE NOT INEXHAUSTIBLE

While the Province has its vast territory of forest land, the resources are by no means inexhaustible. With its enemies working their destruction on the one hand, and industry demanding her supply of the other, the time would come when the Province of Quebec, and Canada as a whole, could not boast of its forest wealth. A constructive policy of conservation and reforestation is necessary, and the Forest Service, and agents in the employ of that Service, whose duty it is to supervise the cost of timber on Crown Lands, is here worthy of praise.

Forest fires are a menace that require continuous fighting to keep the ravages to the lowest minimum possible. During the year 1920, the forest fires devastated an area of about 290,000 acres. It is fortunate that quite a number of these fires occurred on lands which had been lumbered or burned recently.

The wealth of Quebec's forests is depicted in this logging scene. Such scenes as this are comparatively common in the great hinterland of the Province of Quebec and a large army of foresters is kept busy supplying the pulp mills and the saw mills with the material from which valuable products pour forth in a finished or semi-finished state.

QUEBEC the PROVINCE of PROSPERITY

Le Canada a L'Aube D'Une Ere Nouvelle

LE CANADA est présentement à l'aube d'une ère nouvelle et d'un regain de vie. Une grande destinée nous apparaît et nous allons revêtir la livrée des grandes nations.

Nous nous éloignons des affaires de la plus grande guerre que le monde ait connue; nous envisageons maintenant l'avenir avec la confiance et le courage que nous inspire notre héritage incomparable. Le Canada possède, en effet, des ressources naturelles illimitées, et c'est aux hommes d'affaires, fabricants, grossistes et détaillants, qu'il incombe de leur donner tout le développement dont elles sont susceptibles. A chacun sa part de dévouement pour le bien de tous, dans un esprit de solidarité, car l'idéal canadien doit l'emporter sur toutes les autres considérations.

HARDWARE & METAL, le plus important des journaux de commerce canadien, est le lien entre les fabricants et les marchands de toutes les provinces du Canada, et l'une de ses raisons d'être est de promouvoir l'harmonie et la bonne entente. L'histoire enregistre rapidement ses fastes, et c'est avec la pleine confiance d'exercer une autorité dans le domaine industriel que ce numéro de HARDWARE & METAL est consacré à la Province de Québec.

Le temps des querelles de clochers est passé. La vie, jusqu'ici limitée aux horizons de Provinces, a pris un nouvel essor et les imaginations se complaisent à des projects grandioses. Le Québec est riche en agriculture, en houille blanche et en forêsts, et, ce dont on ne peut exagérer l'importance, ses industries sont puissantes et variées. Les articles éditoriaux de ce numéro forment un commentaire de ses multiples ressources.

Québec possède de nombreux produits fabriqués qu'il peut échanger avec les autres provinces. Or, le développement normal du commerce interprovincial est absolument nécessaire à la prospérité de chaque province, comme il l'est à celle du pays tout entier.

Il incombe donc aux manufacturiers de la Province de Québec de tenir les grossistes et les détaillants canadiens parfaitement renseignés sur la qualité et la variété des articles qu'ils fabriquent. Il est prouvé que, faute de renseignements, des maisons canadiennes importent souvent des autres parties de l'Empire Britannique, ou même des pays étrangers, des marchandises fabriquées en Canada. Par l'entremise des journaux de commerce, les fabricants ont la facilité d'offrir leurs marchandises aux marchands des Provinces Maritimes, de l'Ontario et des Provinces de l'Ouest, avec la certitude morale que leurs offres sont lues et qu'il en résultera des affaires qui iront en se multipliant, au grand avantage du pays tout entier. En agissant ainsi, on fait preuve d'amitié a l'égard de ses concitoyens, on manifeste le désir d'aider au développement du commerce de son pays et l'on éveille, chez les hommes d'affaires, un sain esprit de patriotisme.

Pourquoi Hardware & Metal est le plus important Journal de Commerce Canadien

Hardware & Metal paraît depuis 33 ans.

Hardware & Metal est, en Canada, le seul journal de quincaillerie hebdomadaire.

Hardware & Metal est le seul journal de quincaillerie national.

Hardware & Metal est le seul journal de quincaillerie publiant des rapports hebdomadaires des marchés de Montréal, Toronto, London, Winnipeg et Pittsburg.

Hardware & Metal est le seul journal de quincaillerie publiant des rapports hebdomadaires sur les Peintures, les Huiles, les Vernis, le Verre à vitre, etc.

Hardware & Metal est le seul journal de quincaillerie publiant des informations hebdomadaires sous les rubriques: "Ce que font d'autres marchands," "Législation," "Nouveaux articles de quincaillerie," "Etalages dans les vitrines et le magasin (illustré)," "Publicité des détaillants," etc.

Hardware & Metal compte au nombre de ses abonnés tous les quincailliers en gros du Canada, dont la plupart abonnent également leur personnel de voyageurs; 90 per cent. des quincailliers détaillants, d'un océan â l'autre; plus de 900 rayons de quincaillerie, dans les magasins à rayons et les magasins généraux, et plus de 250 acheteurs pour des usines ou le service du Gouvernement.

Lettres recues prouvent l'estime dans laquelle Hardware & Metal est tenu par le Commerce de Quincaillerie.

QUEBEC—*the Province of Prosperity*

PROVINCE DE QUEBEC

La Perle du Canada

L'Héritage doré du Canada

FONDEE en 1853, notre Maison a, depuis cette époque, expédiée dans tous les coins du pays, les marchandises sorties de ses vastes entrepôts de Montréal.

L'expérience que nous avons acquise par suite de nos relations commerciales avec nos concitoyens (de langue francaise) durant cette longue période, a amplement justifiée la confiance que nous a inspirée leur intégrité et leur intelligence des affaires.

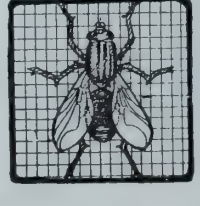
Quiconque est en mesure d'apprécier les ressources et le peuple de notre riche Province de Québec, ne saurait douter du brillant avenir qui l'attend.

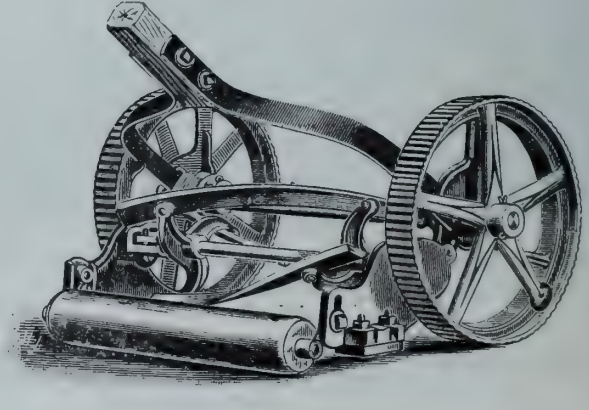
Actuellement, nous sommes plus que jamais, capable de satisfaire aux besoins de notre clientéle toujours croissante, grâce à l'assortiment aussi complet que varié de notre immense stock de marchandises, dont les prix sont raisonnables, si l'on tient compte de la qualité fournie et de la garantie accordée sur les prix, jusqu'à la date de la livraison.

Prompte Expédition Assurée

CAVERHILL, LEARMONT & CIE.

Montreal





QUEBEC—*the Province of Prosperity*

Outre la FERRONNERIE

NOUS VENDONS:

COUTELLERIE et articles plaqués
VAISSELLE PYREX POMPES
USTENSILES DE CUISINE
FOURNITURES pour SOUPAPES
TUYAUTERIE BARRES de FER
ACIER PLAQUES en ACIER
FERRONNERIES pour CONSTRUCTION
CABLES et POULIES
ARMES et MUNITIONS

FOURNITURE pour SCIERIE et MANUFACTURE

Nos voyageurs se présenteront bientôt pour obtenir vos commandes pour marchandises du printemps, telles qu' INSTRUMENTS ARATOIRES—BECHES—PELLES—FIL BARBELE—

GRILLE A POULAILLER—Toile métallique à Mouches.

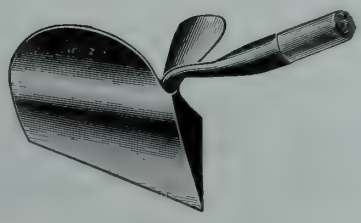
PENTURES à RESSORTS—

OUTILS DE MENUISIERS—TONDEUSE A GAZON.

Vos intérêts vous commandent de maintenir votre stock de marchandises aussi complet que possible.

QUI PERD SES VENTES, PERD SES BENEFICES.

CAVERHILL LEARMONT & CIE.
Montreal



QUEBEC—*the Province of Prosperity*

GORDON C. SEYBOLD
Vice-Président.

ROBERT STARKE
Président et Directeur-Gérant

E. L. SENNAT
Sec. Trés.

STARKE-SEYBOLD, LIMITED

QUINCAILLERIE EN GROS
14 RUE ST-PIERRE
MONTREAL

H. B. SEYBOLD,
Sales Manager.

Nos Representants

A. GAMACHE
L. DAVIAULT
P. LETANG
A. DORE
O. PEPIN
A. GINGRAS
J. A. PAQUETTE
A. LATREMOUILLE
A. L. ALLAN
WM. McEWEN
D. M. McDOUGALL
D. MURDOCH
ROGERS & ARNETT
A. B. WILLIAMSON
R. SEYMOUR

31 Déc. 1921.

Chers Amis,

Nous est-il permis à la fin de cette année de reconstruction de chercher à addresser quelques lignes aux personnes avec lesquelles nous avons eu l'avantage de traiter des affaires et en quelque sorte d'essayer d'exprimer à tous nos amis notre appréciation des relations d'affaires très agrèables qui ont existé durant cette année 1921 de même qu'au cours des années qui se sont écoulées auparavant depuis l'organisation de notre maison qui remonte à 1870, époque à laquelle l'actuel M. J. P. Seybold débuta avec son père, et développa l'entreprise à laquelle se joignirent feu James Howden et feu William Starke.

Les intérêts de Starke et ceux de Seybold ont été fusionnés en 1907. Les affaires se sont développées graduellement jusqu'au point actuel que, nous sommes fiers de le dire, nous ont permis d'atteindre la bienveillance et la confiance de ceux à qui nous achetons aussi bien que celles de ceux à qui nous vendons et, pouvons-nous ajouter, de nos concurrents.

Les meilleurs sentiments règnent également chez nous depuis les plus jeunes commis juspu'aux tètes dirigeantes qui mettent en pratique dans toute la mesure de leurs moyens les traditions qui leur ont été léguées.

A la veille de 1922 nous saisissons l'occasion de souhaiter à tous un très joyeux Noel et une nouvelle année heureuse et prospère qui, nous l'espérons apportera à notre cher Canada tout comme à notre bonne vieille Province de Québec toute la prospérité possible.

Nous tenons à remercier également le "Prix Courant" dans les pages duquel nous sommes capables d'adresser ce message par quoi nos représentants désirent se rappeler au bon souvenir de leurs amis.

Sincèrement,

STARKE-SEYBOLD, LIMITED.
Robert Starke,
Président.

If interested tear out this page and place with letters to be answered.

QUEBEC—*the Province of Prosperity*

Robert Starke, Pres.
Gordon C. Seybold, Vice-Pres.
Edwin L. Sennat, Sec'y-Treas.

STARKE-SEYBOLD, LIMITED

WHOLESALE HARDWARE

LUMBERING, MINING, CONTRACTORS & MILL SUPPLIES.

14 ST. PETER STREET

MONTREAL

December, 31st, 1921

H. B. SEYBOLD,
Sales Manager.

Nos Representants

A. GAMACHE
L. DAVIAULT
P. LETANG
A. DORE
O. PEPIN
A. GINGRAS
J. A. PAQUETTE
A. LATREMOUILLE
A. L. ALLAN
WM. McEWEN
D. M. McDOUGALL
D. MURDOCH
ROGERS & ARNETT
A. B. WILLIAMSON
R. SEYMOUR

May we at the close of this year of reconstruction attempt to address a few lines to the people with whom it has been our privilege to do business, and in some way try to express to all our friends our appreciation of the very pleasant business relations that have existed through this 1921, as well as the years that have gone before.

Since the organization of our business, dating back to 1870, when the present Mr. J. P. Seybold and his father started, and leading up to the enterprise entered into by the late James Howden and the late William Starke, the Starke and the Seybold interests were merged in 1907, the business has gradually developed to its present stage, carrying with the development, we are proud to say, the good-will and confidence of the people we buy from, as well as the people we sell to, and, may we add, our competitors. The kindest feeling also exists from the junior clerks up to the heads, who carry out to the best of their ability the traditions that have been handed down to them.

In entering 1922, we take this opportunity of wishing all a Happy New Year, which we trust will bring to our Province and Canada every prosperity.

We wish to add our appreciation of "Hardware and Metal," through whose pages we are able to send this message, in which our travelling staff, also, would like to be remembered to their friends.

With very best wishes,

Sincerely yours,

STARKE-SEYBOLD, LIMITED

(Sgd.) ROBERT STARKE,

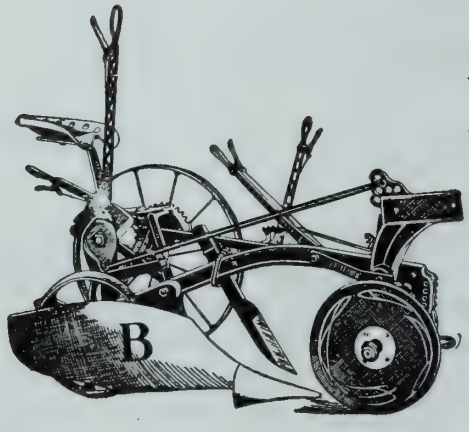
President.

H. B. Seybold, Sales Manager; D. M. McDougall, Wm. McEwen, A. L. Allan, A. Latremouille, O. Pepin, J. A. Paquette, A. Gingras, H. Dore, D. Murdoch, Rogers and Arnett, L. Daviault, P. Letang, R. Seymour, A. Gamache, A. B. Williamson.

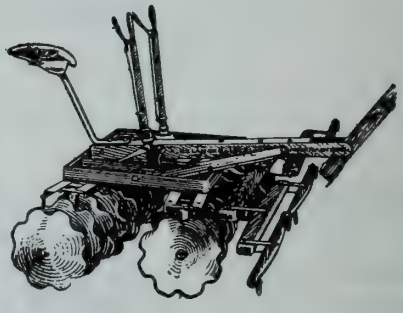
If interested tear out this page and place with letters to be answered.

QUEBEC—*the Province of Prosperity*

Have You the Belanger Line? Why Not?

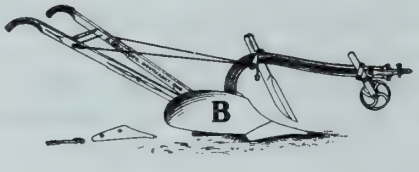


Your **good customers** want the plows, harrows and scufflers with **"Belanger" high quality** and **special features.**



We have them for **ALL SOILS** and **ALL JOBS.** Our 55 years of **LEADERSHIP** in Plow and Harrow making provides you with a line that is out of the ordinary class—**THAT IS IN DEMAND—THAT YOU CAN SAFELY GUARANTEE** both **QUALITY** and **SERVICE.**

Send for Catalog—To-day



Sulky, Gang, Reversible and Walking Plows, Potato Digger Plows—Spring Tooth Harrows, Scufflers—Tractor Cutaway Disc Harrows, Diamond Harrows—Lever Spike-Tooth Harrows, Stumpy Land Harrows, etc., etc.

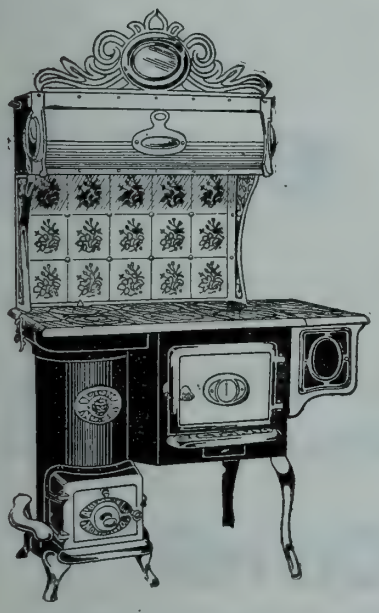
A. BELANGER, Ltd.

Established in 1867

MONTMAGNY, Que.

QUEBEC—*the Province of Prosperity*

Have You the Belanger Line? Why Not?



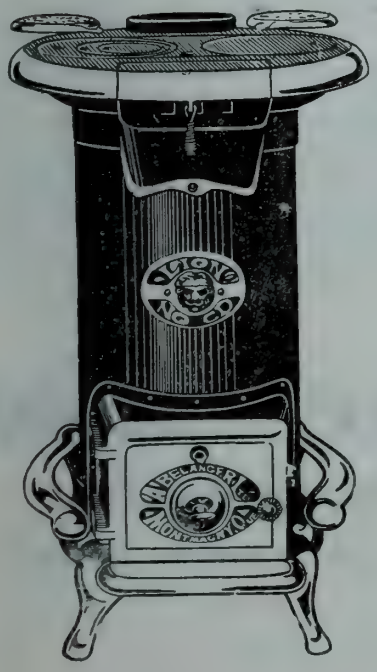
HIGH QUALITY

SPECIAL FEATURES

55 years of progressive evolution in stove building enables us to supply exactly what your trade requires.

BELANGER STOVES are designed to suit the **FUEL** and **CLIMATE of CANADA,** and our **COMPLETE LINE** assures you the bulk of the trade.

Cast Iron and Steel Ranges,
Tortoise Cook Stoves and Heaters,
Summer Kitchen and Double Deck Stoves,
Box and Barge Stoves,
Cast Iron Oak Stoves,
Farmers Feed Cookers and Kettles,
Etc., Etc.



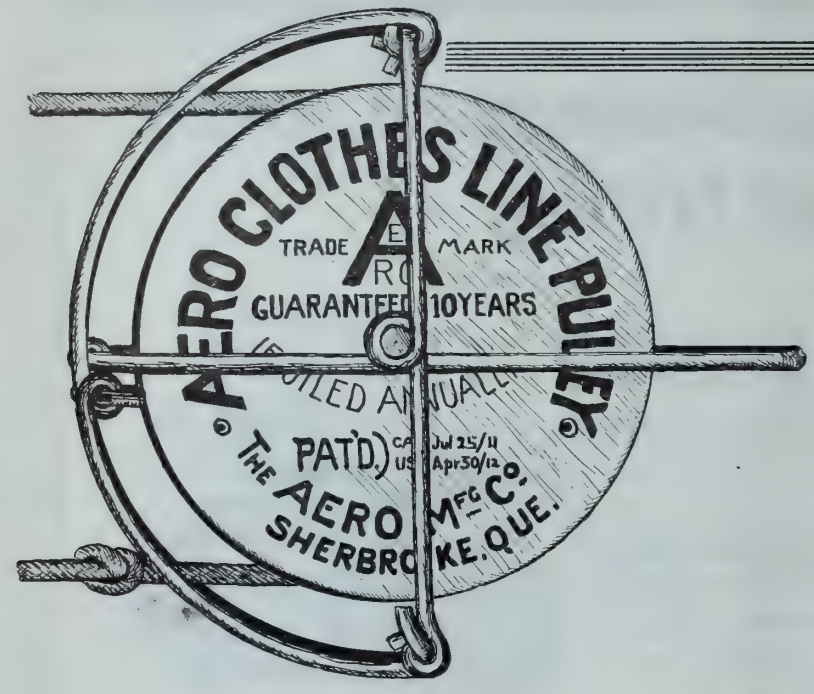
Write Today for Catalog.

A. BELANGER Ltd.

Established in 1867.

MONTMAGNY, Que.

QUEBEC—*the Province of Prosperity*



Aero

Order Your Aero Stocks
Now For Early Spring Orders

Aero Cord

The only truly weather-proof, rot and stretch-proofed cordage made. It is superior in tensile strength and durability. Aero Cord is made by covering a special, twisted, fibre core with braided, multiple plies of cotton, under high tension. It is also weather-proofed. Aero Cord is unexcelled for Sash Cord, Clothes Line, Trolley Cord, Bell Cord, Signal Cord, Tent Rope and Tiller Rope.

Aero Pulleys

These are the most efficient clothes line pulleys known. The Aero Clothes Line Pulley has a deep V-shaped friction groove which will accommodate itself to various diameters of clothes line. The space between groove and guard is sufficient to allow passage of knots. The weather-proofing treatment repels moisture; hence, no freezing. Pulley being of wood, weather-proofed, lubricates itself at bearing, rendering it noiseless and smooth working. The use of wood does away with all troubles from rust. The large axle and bearings render the Aero Clothes Line Pulley capable of carrying heavier loads than others used for a like purpose. The diameter (6″) insures easy working for long drives. The wire guard guides the rope to its proper place on pulleys, no matter at what angle the pulley may be swayed by the wind. The price is lower than for others of similar diameter. The Aero Junior (2¾″) is for general domestic use.

The Aero

Sherbrooke

Factory: **Lennoxville, Quebec**

QUEBEC—*the Province of Prosperity*

AERO

Cord

Donnez votre commande des produits Aero maintenant pour les premiers ordres du printemps

Corde Aero

Le seul cordage fait à l'épreuve des intempéries, de la rouille, qui n'allonge pas. Ce cordage possède une force de tension et une durabilité supérieure. La corde Aero est fabriquée en recouvrant à haute tension, un centre de fibre spécial tordu, avec des plis multiples de coton tressés. Elle est aussi à l'épreuve des intempéries. La corde Aero est insurpassable pour les usages suivants: cordes pour chassis, cordes à linge, cordes pour Trolley, cordes pour cloches, cordes pour signaux, cordes pour tentes et cordes pour le cultivateur.

Poulies Aero

Ce sont les poulies les plus efficaces pour cordes à linge sur le marché. La gorge de friction profonde de la poulie Aero, pour cordes à linge, est faite en forme de "V" de façon à pourvoir utiliser des cordes de différentes grosseurs. L'espace entre la gorge de la poulie et la garde est suffisant pour laisser passer les noeuds. Le traitement qui la rend à l'épreuve des intempéries, combat l'humidité de sorte qu'elle ne gèle pas. Cette poulie étant faite de bois préalablement rendu à l'épreuve des intempéries, se lubrifie elle-même sur ses coussinets, la rendant ainsi silencieuse et facile à manier. L'emploi du bois prévient tous les troubles de la rouille. La grosseur de son axe et des coussinets permet à la Poulie Aero pour corde à linge de supporter une plus forte charge que les autres poulies employées à cet usage. Son diamètre (6″) donne un roulement facile pour les longues cordées. La garde de broche guide la corde et la tient en position sur la poulie quelque soit le balancement occasionné par le vent. Son prix est plus bas que les autres d'un diamètre égal. L'Aero Junior (2¾″) est généralement employée pour usage domestique.

Mfg. Co., Ltd.

Quebec

Western Agents: **H. L. Perry Co., Ltd., Winnipeg, Man.**

HERMAN YOUNG BRIDGE STREET, 111-115 RUE DU PONT A. J. TEAKLE

THE HERMAN YOUNG CO., REG'D

ESTABLISHED 1856 QUEBEC MAISON FONDEE EN 1856

WHOLESALE HARDWARE
CONTRACTORS, MACHINISTS,
BUILDERS' AND PAINTERS'
SUPPLIES

MARCHANDS QUINCAILLIERS
EN GROS
FOURNITURES POUR CONTRACTEURS,
MECANICIENS, ENTREPRENEURS,
PEINTRES, ETC.

Hurry-Up Orders and Dependable Goods

There have been many times when you wanted to purchase goods quickly. Possibly good customers have just come in and wanted at once some lines you had just sold out, and you were in doubt as to where to order to get immediate deliveries. Next time you want something quickly send your order to THE HERMAN YOUNG CO., Reg'd., for we can assure you of real service that will prove the interest we take in all our customers. No order is too small or too large, for our stocks are properly assorted and complete to make immediate deliveries.

Prices are also right, and what is of equal importance, our stocks are carefully selected and represent the output of well known reliable manufacturers. Your business increases as you satisfy your customers and they grow in number. Let us work together then, and make 1922 a bountiful year.

Commandes Pressees et Marchandises Auxquelles On Peut Compter

Il y a eu plusieurs fois que vous avez voulu acheter des marchandises promptement, peut-être de bons clients sont venus au moment même pour acheter quelques lignes de marchandises que vous veniez justement de vendre et vous etiez dans le doute où placer votre commande pour avoir une prompte livraison. Si une autre fois vous voulez placer votre commande pour avoir une livraison de suite, envoyez votre commande à LA CIE HERMAN YOUNG, Enrg. nous pouvons vous assurer d'un service reel qui vous prouvera l'intérêt que l'on prend de nos clients. Aucune commande n'est trop petite ni trop forte car notre stock est des mieux assorti, et complet pour faire une prompte livraison.

Nos prix sont corrects, et aussi ce qui est d'une egale importance nos marchandises ont été soigneusement choisies et de plus répresente la production des manufacturiers les plus connus.

Votre commerce augmentera en donnant satisfaction a vos clients, et aussi augmentera aussi en nombre.

Travaillons ensemble et faisons de l'annee 1922 une annee d'abondance.

Your telephone is a long distance station. Phone your hurry-up orders in and we will ship same day.

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

Votre téléphone est une station de longue distance, téléphonez-nous vos commandes dont vous pressez et nous expédierons le jour même.

QUEBEC—*the Province of Prosperity*

AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED

KEYSTONE

→FROM←
UNITED STATES STEEL
PRODUCTS COMPANY
NEW YORK, U.S.A.

Apollo Keystone Copper-Steel Sheets

Keystone marks the best in Copper-Steel Sheets. Copper-Steel alloy gives longer life to sheet-metal products and is the greatest rust-resisting medium on the market.

METALS · CHEMICALS · GLASS
B·&S·H
Established 1790

The Mark of Quality

Other Metals and Structural Materials

Galvanized Sheets	Canada Plate	Spelter
Black Sheets	Sheet Zinc	Ash Hoists
Polished Sheets	Sheet Copper	Terra Cotta
Tinplates	Brass Tubing	Fire Brick
Blackplate	Copper Tubing	Portland Cement

Wired Glass—Window Glass—Fancy Glass

Plain, Rough and Ribbed from Pennsylvania Wire Glass Company, Philadelphia, Pa.

Representing Emile Regniers & Company, Charleroi, Belgium.

Figured Rolled, Cathedral and Muffled from **Chance Brothers & Company Ltd., Birmingham, England.**

General Lines.

Clippers
Chamois Skins
Harris Goods
Litharge
Dry Red Lead
Orange Mineral
Whiting
Nitrate of Lead
Gold Leaf
Bolting Cloth
Metal Leaf
Soft Soap
Sal Ammoniac
Epsom Salts
Salt Petre
Nitrate of Soda
Nitrate of Ammonia

Chemicals, Oils, etc.

Tartaric Acid
Citric Acid
Cream of Tartar
Cream of Tartar Substitute
Glycerine
Castor Oil
China Wood Oil
Shellac

B. & S. H. Thompson & Co., Limited

TORONTO
WINNIPEG
MONTREAL
NEW GLASGOW, N.S.
VANCOUVER, B.C.

Sales Agents for Eastern Canada
for
United States Steel Products Co.
for
Sheet Steel and Tin Plates

QUEBEC—*the Province of Prosperity*

1889 Fonde—33 Ans—1922.

La Compagnie

"MECHANICS SUPPLY"

Limitee.

Bureau & Salles d'Echantillons,

80-90 Rue St. Paul, **Entrepots, 59-67 Rue St. Andre**

QUEBEC

OUTILS & FOURNITURES

Pour

Plombiers, Ferblantiers, Ingenieurs,

Mecaniciens et Electriciens,

Aussi pour

LES USINES ET BATEAUX A VAPEUR

Bains
Bassins
Lavabos
Eviers
Pompes

Tuiles,
Garnitures
pour
Chambres
de Bain, etc.

TUYAUX & ACCESSOIRES D'AQUEDUC

APPAREILS DE CHAUFFAGE

A air chaud, a eau chaude et à vapeur.

Demandez nos Catalogues Illustres.

QUEBEC—*the Province of Prosperity*

Plumbers,
Tinsmiths,
Steamfitters.

Engineers,
Machinists,
Electricians.

MECHANICS SUPPLY CO.

Phone 651 **Limited**

80-90 St. Paul Street. **QUEBEC** 59--67 St. Andrew St.

TOOLS AND SUPPLIES

OF THE BEST QUALITY

The Worthy productions of the leading British, American and Canadian Manufacturers

Find an outlet through this establishment to an appreciative clientele who turn to

this store as a supply centre for the very latest and most modern productions in the

Sanitary, Engineering and Mechanical Arts.

1889 *Thirty-Three Years A Third of a Century* ***1922***

Illustrated Catalogues Supplied on Request.

QUEBEC—*the Province of Prosperity*

Canada Axes

Made Under Expert Supervision

Above are shown our Black Knight Chopping Axe, a handled Carpenter's Axe and our Tie Axe.

High grade materials handled by experienced skilful workmen and subject to our rigorous inspection means—

"Canaxe Quality"

The Canada Axe & Harvest Tool Manufacturing Company Limited

Montreal, Canada

WE GROW WITH CANADA NOUS PROSPERONS AVEC LE CANADA

Wholesale, Shelf and Heavy Hardware

ESTABLISHED in 1880 *INCORPORATED in 1906*

Forty-one Years' Experience

It's a Fact

Our customers stick with us. They know that our full knowledge of the hardware trade, acquired through 41 years of prosperous business enables us to furnish them with the highest grade of goods at the lowest possible price.

Buy Goods that are Fast Sellers

Profits are made in buying the right goods. We carry in stock a class of merchandise that does not remain on the shelves. This, and quick shipment, have been the main factors of a steadily increasing business.

Give us a Trial Now

Convince yourself. We specialize in the sale of Galvanized and Black Sheet Iron, Canada Plates and Tin Plates. We also have a full assortment of Metals and Plumbing Supplies. Sole distributor of the famous "Lion" brand Roofing Paper.

QUALITY SERVICE SATISFACTION

C'est un Fait

Nos clients s'attachent à nous. Tous savent que notre expérience complète du commerce de la ferronnerie, expérience acquise par 42 années consécutives de prospérité dans ce commerce, nous permet de leur vendre la plus haute qualité de marchandise au plus bas prix possible.

Le genre de Marchandise a Acheter

N'allez pas encombrer votre magasin avec une classe de marchandise qui puisse demeurer plusieurs années en votre possession et que vous vous verrez forcé d'écouler avec perte. Nous ne tenons pas en stock des marchandises de qualité inférieure, et ceci ajouté a une prompte expédition, sont les facteurs principaux d'un commerce sans cesse croissant.

Nous Sollicitons une Commande

Nous spécialisons dans la vente des Tôles noires et galvanizées, fer-blanc, petites tôles à tuyau. Un assortiment complet de Métaux et Matériaux de plomberie. Seul distributeur du papier à couverture marqué "LION."

Increase your Sales by Buying from Us.

A. PRUD'HOMME & FILS, LIMITEE

Office and Showrooms
10 de Bresoles,
MONTREAL

Warehouse
1 and 3 de Bresoles,
MONTREAL

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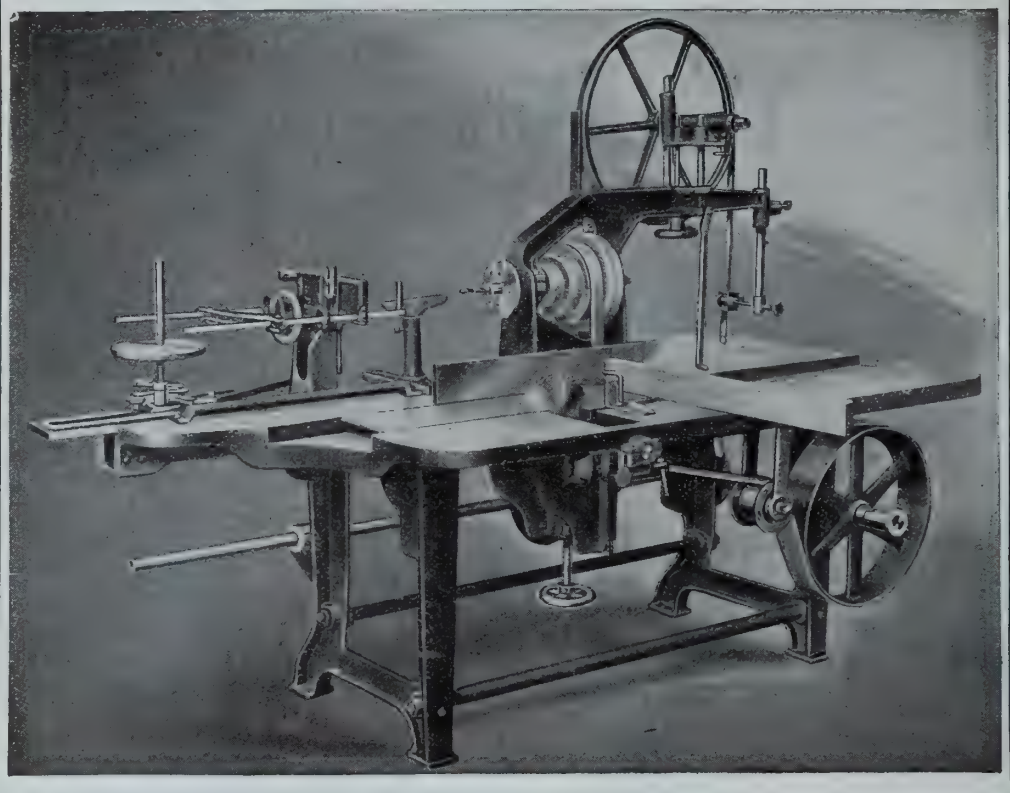
QUEBEC—the Province of Prosperity



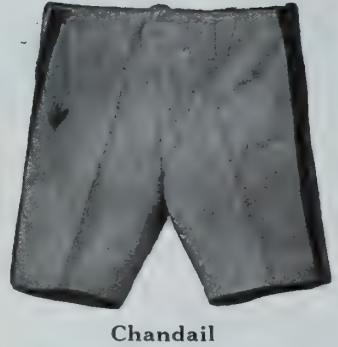
Rondelle

Bas

Baton

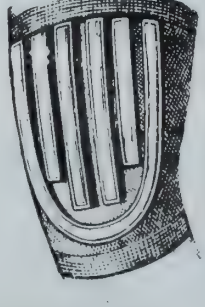
Gant

Pantalon



Chandail

Genoux



Machine a Bois Combinee "CRAIN---CANADIAN"

La Machine à Bois combinée "CRAIN" est usagée dans le monde entier par les charpentiers, menuisiers, contracteurs, charrons, modeleurs et dans les boutiques et manufactures de toutes sortes, ou le bois est travaillé.

Cette machine comprend un corroyeur, "shaper," table à déligner, scie à ruban, drille, botteur, machine à tenons, planeur, et perceur. Presque toutes les opérations pour travailler le bois peuvent être faites sur cette machine sans y ajouter d'attachements, excepté le changement des outils. Trois hommes peuvent travailler en même temps sur cette machine sans se nuire l'un à l'autre.

Elle est justement célèbre par les nombreux services qu'elle rend dans les boutiques et manufactures ou on l'emploie, et le coup d'oeil exercé d'un connoisseur sur cette vignette aura vite jugé des qualités de cette machine.

Costumes Complets Pour Clubs de Hockey

Articles de chasseurs, cartouches à poudre blanche, cartouches à poudre noire, cartouches "Dominion" de tous les calibres.

En cas d'urgence, les commandes par téléphone reçoivent notre attention spéciale.

Importateurs et marchands de ferronneries, matériaux de construction, machineries, fournitures de moulins, articles de sports, articles de chasseurs, ustensiles de cuisine, etc., etc.

SAMSON & FILION

vis-a-vis la gare du C. P. R.

343-345 rue St. Paul **QUEBEC**

If interested tear out this page and place with letters to be answered.

QUEBEC—*the Province of Prosperity*

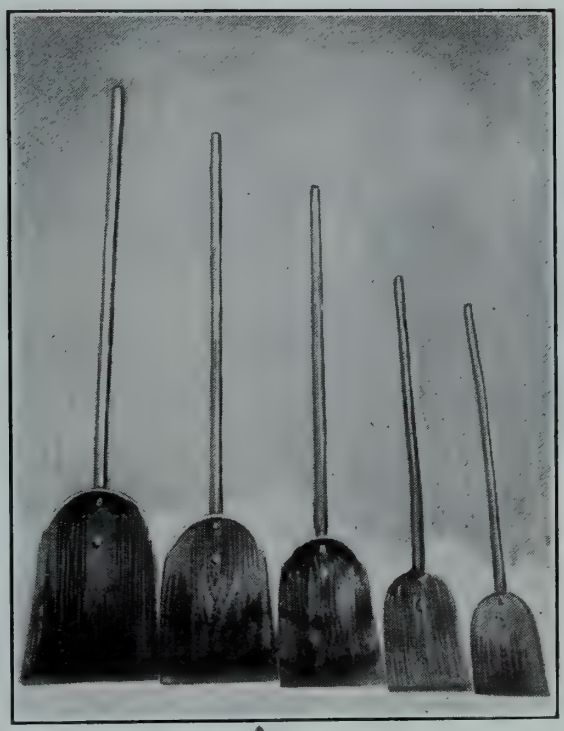
"VICTOR"

Improved Wood Snow Shovel

Good for the West
As well as for the East

The Victor line is well assorted. It gives you extra chances to supply the customers' requirements. There are large sizes for general use, and small sizes for children. The children's shovels are plain or painted red; the large sizes are plain with top ferrules, or top and bit ferruled. All shovels are oiled to prevent the snow sticking.

Be independent of the steel market vagaries—sell wooden shovels.



Victor Mkt. Express Sled

The Mkt. Express Sled shown, is strongly and substantially made of first-class materials, handsomely finished in varnished colors. Note the strong bracing to the handle and across the runners. This is a sturdy article sure to give excellent wear. It is consequently a good seller.

The Victor Industrial Co., Regd.
Quebec

RICHARDSON & BUREAU, MONTREAL
Sole Selling Representatives.

The

Modern Paint Department Needs Decorative Wall Burlap to Make it Entirely Complete

You, Mr. Hardware Man, know full well that a department, if complete, quickly develops and yields you a profit. Thus, if your Paint Department contains a good showing of

DOMINION Decorative Wall Burlaps

it will draw to it many painters, householders and others who want a reliable wall covering but who, unless its advantages are explained, will go elsewhere and purchase a substitute.

A stock of half a dozen rolls of burlap will cost you very little, but on your investment you can readily make a good profit.

Write us for price list and other particulars

Dominion Oilcloth & Linoleum Co. Limited

MONTREAL

QUEBEC—*the Province of Prosperity*

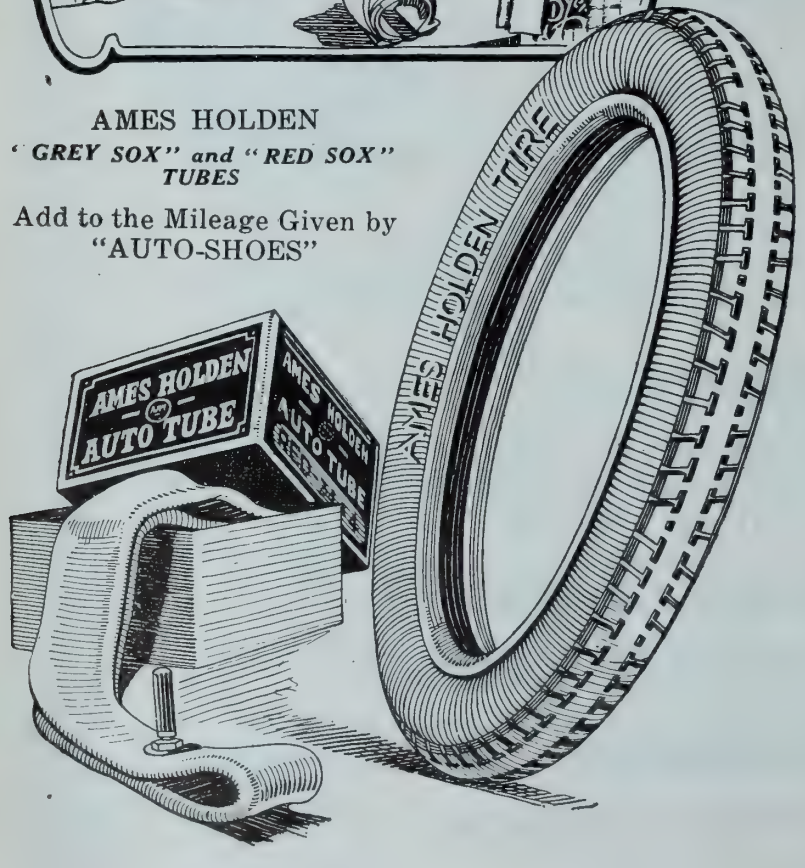
COMPAGNIE CHINIC
Quebec

Quincaillerie d'entrepot et de magasin.
Articles de tous les sports,
Armes et engines de chasse et de peche,
Quincaillerie de construction,
de menage et de luxe
Outils d'agriculture.
Treillis a cloture et a basse-cour, etc.
Fournitures et outils de charrons et
de forgerons.
Fabricants de moulanges.

If interested tear out this page and place with letters to be answered.

QUEBEC—*the Province of Prosperity*

AMES HOLDEN
"GREY SOX" and "RED SOX" TUBES
Add to the Mileage Given by "AUTO-SHOES"



AHM System

To Know Tires —Make This Test

Try one AUTO-SHOE on the south-east wheel of your own or a friend's car. Put your present best selling tire on the other wheel. After five, ten and fifteen thousand miles—compare the wear—if the other tire is still in service. Let the speedometer show you the sales possibilities AUTO-SHOES offer you.

Many AUTO-SHOES that have run over 15,000 miles are still in service—good for thousands of miles more. This better mileage means the better tire value that will increase your tire business if you are recommending AUTO-SHOES.

Your customers are learning about AUTO-SHOE lesser cost per mile—and cost per mile is the basis on which they are buying tires.

More mileage, the "satisfied customer" guarantee and the unusually generous dealer policy should interest you. Ask our nearest Sales Office to tell you about the opportunity there is, in your district, for bigger tire business with

AMES HOLDEN "AUTO-SHOES"

CORD AND FABRIC TIRES IN ALL STANDARD SIZES

AMES HOLDEN McCREADY LIMITED

Halifax St. John Quebec Montreal Ottawa Toronto London Winnipeg Regina

Saskatoon Edmonton Calgary Vancouver

Place Your Order Now For—

Dominion Metallics
at the New Reduced Prices

If you want prompt delivery to meet your fall and winter requirements, check up your stock of Dominion Metallics **now.** Cartridges are made to specifications and early ordering is the only real assurance of delivery when goods are wanted.

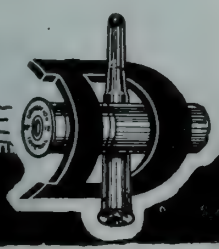
Check up your stock and ask your jobber to furnish you with the new list of reduced prices which means bigger sales possibilities for you on both Dominion Metallics and Shot Shells.

Dominion Metallics and Shot Shells have the unquestioned dependability that your customers want. Do not disappoint them—ORDER TODAY for Fall delivery.

Dominion Cartridge Co., Limited

Head Office: Montreal

Halifax Toronto Sudbury Winnipeg Vancouver



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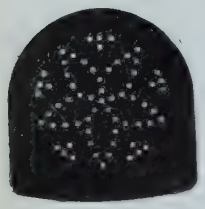
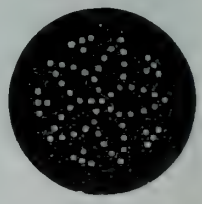
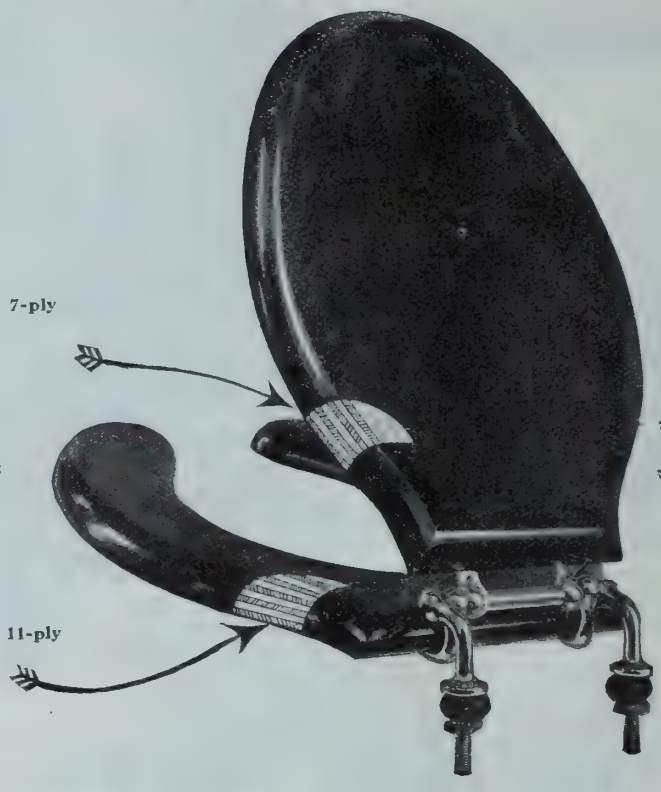
QUEBEC—*the Province of Prosperity*



Crown Dining



Round



The Everlasting Veneer Toilet Seat

Air-seasoned wood veneer in 7- and 11-plys, according to the amount of strain and wear required of its respective parts, makes this a substantial seat, unequalled for durability. The veneer is held together by means of our special wood-cement that is proof against extremes of heat, cold and dampness.

For cold, damp basements, schools, factories, or other public places where the closets are subjected to all manner of abuse or rough usage, it is specially recommended. The Everlasting Veneer Toilet Seat will never crack, warp or split.

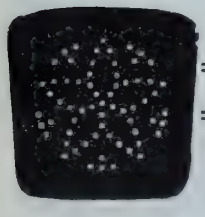
Three-Ply Veneer Chair Seats

The corners of these reliable seats are rounded, the edges smoothed, sand-papered, and the whole finished with genuine special hard drying seat varnish. These desirable seats are made up entirely with waterproof cement; they cannot come apart if exposed to the severest weather. We are the only makers using waterproof cement.

Ask for our Catalog in English, French, Spanish and Portuguese.

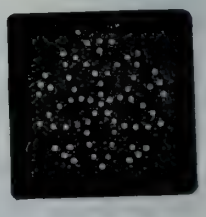
Canadian Veneering Company,
Incorporated
Acton Vale, Quebec, Canada

"Just ask for Samples in Comparison with Any Other Make"



Local

Ball Top



Square

If interested tear out this page and place with letters to be answered.

Hanson's

Profitable Suggestions

Hanson's Refrigerators have long since passed the experimental stage. They are now accepted as the acme of refrigeration production in Canada, and are being sold from coast to coast in the Dominion, and are winning recognition in foreign markets.

This splendid record has been founded on the actual merit of the materials and workmanship, which are features of every refrigerator leaving our factory.

There is absolutely no essential lacking which should be found in a modern refrigerator. The No. 207 Style shown is a one-piece, porcelain-lined, oak case; merely a sample of a line of refrigerators in interesting variety.

Hanson's Dominion Spring Clothes Pins are the kind that stay on the line.

The "Standard" and "Glass" brands of Washboards are up to the Hanson Standard in every way; strong, durable, and will not warp, split, splinter or fall apart.

We make a varied line of woodenware and invite inquiries at any time for special designs. Write today for quotations.

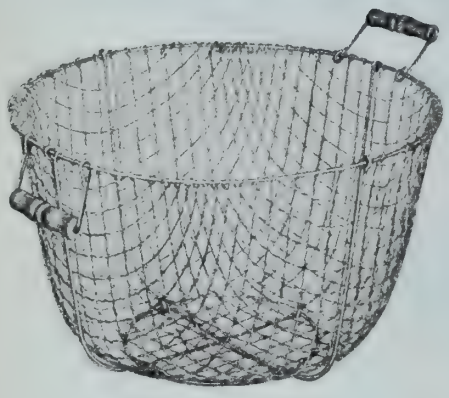
The J. H. Hanson Company

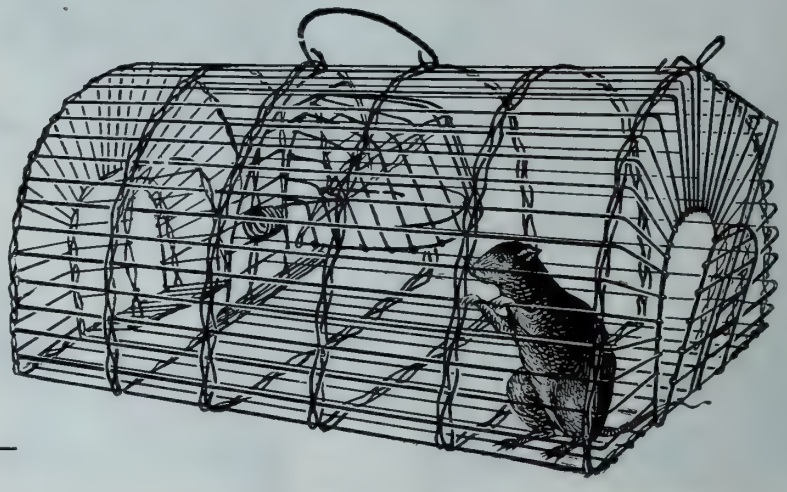
Limited

Montreal

QUEBEC—*the Province of Prosperity*

MACDONALD





Wire Goods—

This staunch, reliable Root or Fish Basket is made in three sizes: No. 60, approximately ½ bushel, with drop bail and wood grip; No. 61, approximately 1 bushel, drop side-handles with wood grips; No. 62, approximately 1½ bushels, drop side-handles with wood grips.

Made with one-inch mesh of steel wire, heavily coated by the hot dip process, after making, which renders it rust-proof and solders every joint; well braced, smoothly finished. Fitted with one-inch band steel reinforcing around top, for hoisting on boats, at small extra charge.

Extensively used in harvesting root crops and indispensable on the farm. Extremely popular with fishermen in all fishing districts.

The effective, "sure-thing" Rat Trap, the Root Basket, our Wire Baskets and other products, are useful, handy products that sell briskly.

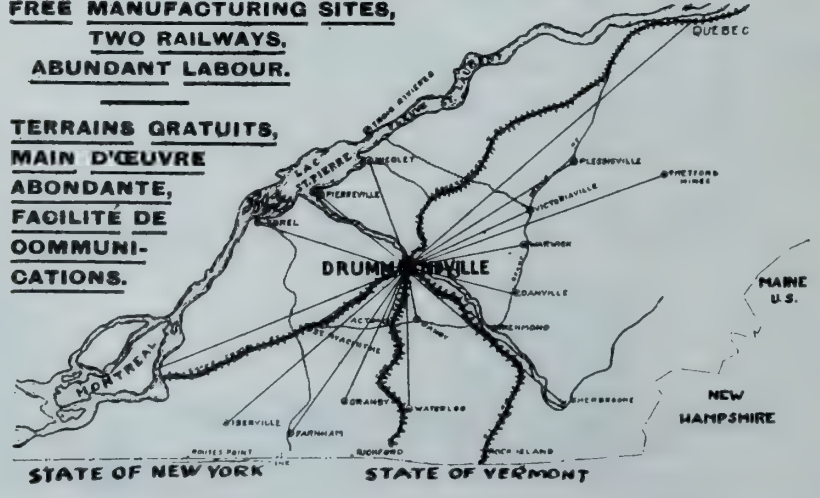
MACDONALD
Wire Goods Company

Stocked in Montreal by Harold E. Smith Sales Co., 130 Craig St. West

DRUMMONDVILLE
ELECTRIC POWER 150,000 H.P.

FREE MANUFACTURING SITES,
TWO RAILWAYS,
ABUNDANT LABOUR.

TERRAINS GRATUITS,
MAIN D'ŒUVRE
ABONDANTE,
FACILITÉ DE
COMMUNI-
CATIONS.



BEST MANUFACTURING CONDITIONS IN CANADA.

LE CENTRE MANUFACTURIER PAR EXCELLENCE AU CANADA.

WRITE TO THE CHAMBER OF COMMERCE
Drummondville, Que.

If interested tear out this page and place with letters to be answered.

QUEBEC—*the Province of Prosperity*

Six-hole top—14-inch oven.

"Two-in-One" Oven Cooks

LAMARRE & CO.

Limited

Combinations

Sectional view.

THE ALLIANCE fills a long felt want for customers who appreciate quality and consider economy.

This excellent Range Heater is made in only one size. It may be had with or without the following extras: reservoir, coal grates, high shelf, and high closet.

Twelve different styles.

The only one of its kind on the market.

The "Two-in-One" Oven Cooks. This is a complete line, made in one size, with or without flat or roller grates. There are enough models to turn any inquiry into an order, for you can offer your customer a choice of the eighteen styles in these reliable, efficient Oven Cooks.

Service—Goods—and—Prices—Are
Right

Lamarre & Company, Ltd.,
St. Remi, Que.

If interested tear out this page and place with letters to be answered.

BARB DOMSTEEL WIRE products WIRE

Heavily galvanized high tensile strength wire; clean-cut immovable barb

Immediate shipment from fresh stocks at Montreal, Sydney and St. John.

Book now for your Spring requirements. Orders for barb wire combined with "Domsteel" wire nails, given special attention.

Address enquiries to

Dominion Iron & Steel Company, Limited

subsidiary of

British Empire Steel Corporation Limited

120 St. James Street **Montreal**

CITY OF QUEBEC

PROVINCE OF QUEBEC

What Quebec Had in 1921

Population	100,500
Population of tributary territory	155,000
Total value of assessable property	$116,045,071 00
Total assets	$ 16,396,018 00
City's Debt	15,041,686
City's area	5,820 ac.
Miles of street	96.4
Miles of sewers	90
Miles of cement walk	35
Miles of water mains	128
Miles of permanent pavements	24.5
Miles of macadam pavements.	40
Number of Houses	10,212
Number of Tenements	22,934
Number of Industries and Workshops	235
Number of Employees	18,000
Steam Railways	9
Steamship, all ocean and inland lines	..
Electric Railway (suburban)	1
Street Railway	1
Mileage of Street Railway	26
Banks and Branches	47
Number of Churches	41
No. of Hospitals and Refuges	26
Public Parks	9
Number of Public Schools	66
Number of Private Schools and Business Colleges	21
University	1
Technical School	1
Collegiate Institutes	3
Enrollment at School	19,019
Number of Police Officers	131
Number of Firemen	174
Daily Newspapers	5
Number of Theatres	9
Number of Hotels	24

THE GROWTH OF THE CITY

Population

In 1901	68,840
In 1911	78,710
In 1921	110,500

Assessment

Total Value of Assessable Property in 1901	$26,397,309 00
Total Value of Assessable Property in 1911	63,103,510 00
Total Value of Assessable Property in 1921	116,045,071 00

Building Permits

Issued in 1910	$ 526,498 00
Issued in 1915	2,476,342 00
Issued in 1920	2,301,480 00

PORT STATISTICS

YEAR	EXPORTS	IMPORTS
1915	$ 3,941,303 00	$ 10,663,787 00
1916	12,828,268 00	17,127,084 00
1917	10,607,145 00	17,045,759 00
1918	17,160,988 00	16,885,730 00
1919	22,868,480 00	18,357,439 00

BANK CLEARINGS

1916	$192,163,703 00
1917	213,505,336 00
1918	238,906,890 00
1919	290,938,483 00
1920	364,589,361 00

INDUSTRIES

Census of 1900

Number of establishments	255
Capital invested	$ 9,588,739
Employees on salary and wages	9,384
Salaries and wages paid	3,103,578 00
Cost of raw material	7,127,491 00
Value of products	12,779,546 00

Census of 1910

Number of establishments	175
Capital invested	$ 16,488,303 00
Employees on salary and wages	8,067
Salaries and wages paid	3,632,199
Cost of raw material	8,212,505
Value of products	18,933,227

Census of 1918

Number of establishments	424
Capital invested	$ 36,927,434
Employees on salary and wages	11,500
Salaries and wages paid	6,979,516
Cost of raw material	16,067,679
Value of finish products	38,265,277

QUEBEC OFFERS TO MANUFACTURERS

Plenty of fine industrial sites, alongside of the nine railway lines entering the city, and also six miles of deep water frontage.

The finest transport facilities in the Dominion (rail or water).

Plenty of Skilled and unskilled labor.

Any amount of electrical power at reasonable rates.

Quebec has also exceptional opportunities for new industries.

For any further information apply to

THE INDUSTRIAL COMMISSIONER,
Board of Trade Building,
Quebec, Canada.

QUEBEC—*the Province of Prosperity*

Celebrated I·XL Cutlery

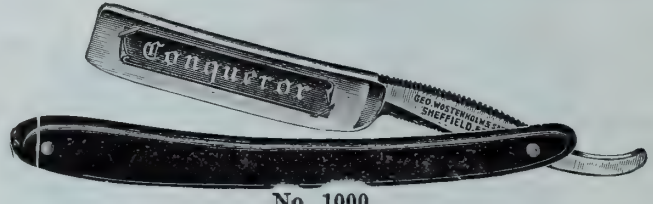
MANUFACTURED BY

GEO. WOSTENHOLM & SON
SHEFFIELD, ENGLAND

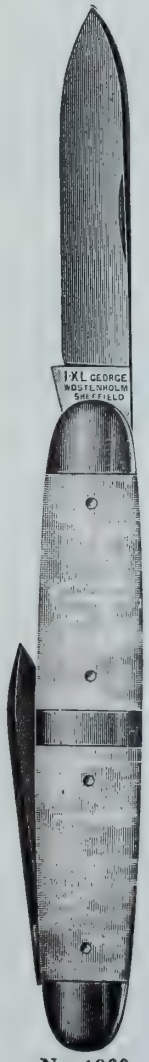
No. 1945

No. 611

GOLD ETCHED—FULLY CONCAVED—GUARANTEED
No. 2000



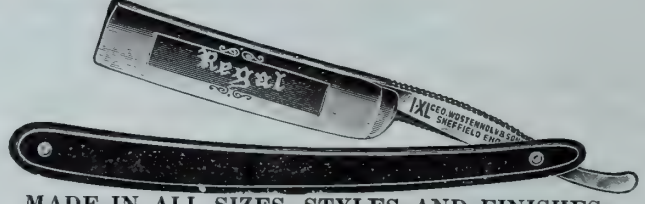
No. 1000



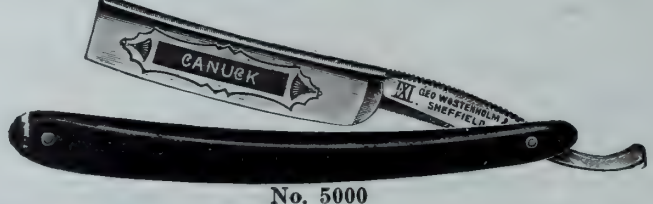
No. 1960

I-XL Cutlery is made in Sheffield from the very finest of English Steel. Every piece is fully warranted. Only the most skilled labor is employed.

All leading Jobbing Houses carry a most complete line of this cutlery in all new and up-to-date patterns.



MADE IN ALL SIZES, STYLES AND FINISHES
No. 0534

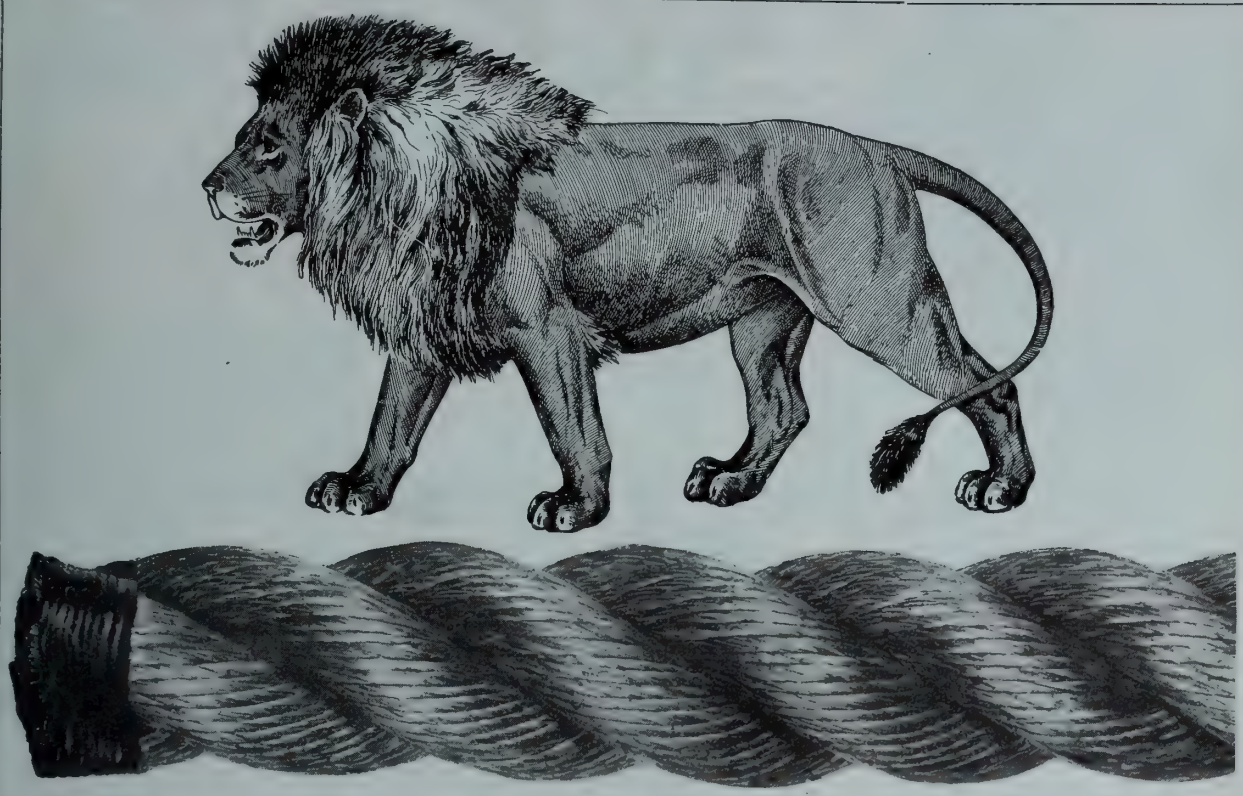


No. 5000

No. 1964

A. MACFARLANE & COMPANY, MONTREAL, Canadian Representative

QUEBEC—*the Province of Prosperity*



LION BRAND
Cordage

With distributors close at hand we are ready to serve you promptly on all your cordage requirements: towlines, hay fork, transmission rope, baling, clothes line, wrapping and binder twines, anchor and tarpaulin rope.

We have thirteen distributing points throughout Canada, making it easy for the hardware merchant, wherever located, to obtain supplies.

We offer you better than average service, and quality that has been a standard of excellence nearly a century—96 years.

Manufactured by

Consumers Cordage Company
LIMITED

Factories: Montreal and Halifax

Established 1825

Agents and Stocks at St. John, N. B., and Toronto, Ont.

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William
James Bisset & Co., Quebec. **MacGowan & Co., Vancouver**

QUEBEC—*the Province of Prosperity*

WARRANTED PURE LINSEED OIL

"MAPLE LEAF" BRANDS OF OIL

Raw
Olden
Varnish
Boiled
Pale Boiled
Double Boiled
Refined Bleached
Heavy Bodied Raw
Heavy Bodied Boiled
Special Oils to order.

If interested tear out this page and place with letters to be answered.

INSECTICIDES

COVER THE EARTH

Combatting The Insect Menace

TIMELY spraying with Insecticides of full strength and killing power is just as important as proper cultivation and fertilizing where a good yield of fruit and vegetables is looked for.

Spraying with S.W. Insecticides assures a heavy yield and a high grade crop because even under the most difficult conditions of season and climate they will effectively control the destructive insect pest.

A stock of S.W. Insecticides will enable you to supply the spraying requirements of farmer and fruit grower. For the line is complete—an insecticide for every purpose—including S.W. Dry Lime Sulfur for fruit, Dry Powdered Arsenate of Lead for all leaf eating insects. Bergers Standard Paris Green and Tuber Tonic for root plants.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES MONTREAL TORONTO WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES MONTREAL TORONTO WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N S LONDON, ENG

The "COVER THE EARTH" Trade Mark is a Guarantee that the Product is as Perfect as Science and Skill can make it.

"Save the surface and you save all"

QUEBEC—*the Province of Prosperity*

BRANDS
Crown & Anchor
Island City
Rainbow

MARQUES
Crown & Anchor
Island City
Rainbow

We manufacture a complete line of:

READY MIXED PAINTS
FLOOR PAINTS
FLOOR ENAMEL
BARN & FENCE PAINTS
HOUSE & ROOF PAINTS

DRY COLORS
COLORS IN OIL & JAPAN
WOOD FILLERS
OIL STAINS
VARNISH STAINS

GLITROX
Highest Quality White Enamel
DECORATORS' WHITE ENAMEL
OXIDIZED ART ENAMEL
in 18 attractive shades.

Varnishes of every description

In fact, we manufacture A BEAUTIFYING PROTECTOR FOR EVERYTHING UNDER THE SUN and invite enquiries.

Nous fabriquons tous les genres de

Peintures Préparées
Peintures pour Planchers
Email à Plancher
Peintures pour Granges et Clôtures
Peintures pour Maisons et Toits

Couleurs Seches
Couleurs à l'Huile et au Japan (Siccatif)
Enduits pour le Bois
Teintures à l'Huile
Teintures au Vernis

GLITROX

Email Blanc, *hœute qualité*
Email Blanc, *pour Décorateurs*
Email Oxydé "Art"
18 nuances attrayantes

Vernis de toutes descriptions

En resume, nous produisons UN EMBELLISSEUR-PROTECTEUR POUR TOUT SOUS LE SOLEIL. Demandez-nous des informations.

R. C. JAMIESON & CO., Limited

Established 1858

Owning and Operating P. D. DODS & CO., Limited

CALGARY MONTREAL VANCOUVER

If interested tear out this page and place with letters to be answered.

QUEBEC—*the Province of Prosperity*

The Right Paint to Paint Right

Remember the Agate Family

Ramsay's Covers, Spreads and Lasts the Best

Ramsay's Paints were established in 1842—eighty years ago!

If you are not already dealing in these reliable, time-tested, Paints and Varnishes, consider them in relation to your business. In deciding on a paint to handle, you want that which offers quality, uniformity, stability, and, that is made by a house interested in your success; a house that will co-operate with you.

The fact that Ramsay's has stood this test for eighty years and to-day enjoys the confidence of Canadian merchants more than ever, is a very convincing argument. Suppose we talk it over?

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 80 years

Montreal

Toronto, 49 Colborne St.
Edmonton District Distributors:
Revillon Wholesale, Ltd., Edmonton

Winnipeg, 123 Bannatyne Ave. E.
Nova Scotia Distributors:
James Simmonds, Ltd., Halifax, N.S.

Vancouver, 167 Pender St. W.
Calgary District Distributors:
The McDonald-Baker Co., 818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be answered.

Beauty—that will not fade

—And Decotint Beauty is So Easily Secured

No intricate measuring or mixing of materials. Deco-tint merely requires the addition of cold water and it's ready for use.

Easy to apply, sanitary and durable, it is the most satisfactory and economical medium for the permanent decoration of all interior walls and ceilings.

It furnishes your customers with the answer to the home beautifying problem. And the range of Decotint colors is so wide—twenty-two delicate tints—that it is an easy matter for every customer to select the right combination for the job he has in view.

Let your customers know you handle DECOTINT. Order your supply now and include a stock of the other Deco-tint Blue Labeled Products listed here.

THE DECO-TINT COMPANY
897 CENTRE STREET · · MONTREAL

Deco-Tint Products

DECOTINT
a sanitary cold water paint for walls and ceilings.

HAT-BRITE
Straw Hat Enamel.

POLISH-OL
Auto and furniture polish.

METAL-BRITE
A metal polish for all metal surfaces.

DECO-WAX
A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

WAYAGAMACK PURE KRAFT

Owing to the progressive policy of the manufacturers

Wayagamack Pure Kraft Papers

Glazed and Unglazed

have in the short space of eight years earned a

World-wide Reputation

YOU protect yourself only if you demand an article that has always given satisfaction.

There are, of course, many imitations therefore when ordering wrapping paper, paper bags and paper containers of all descriptions

Insist on being supplied with

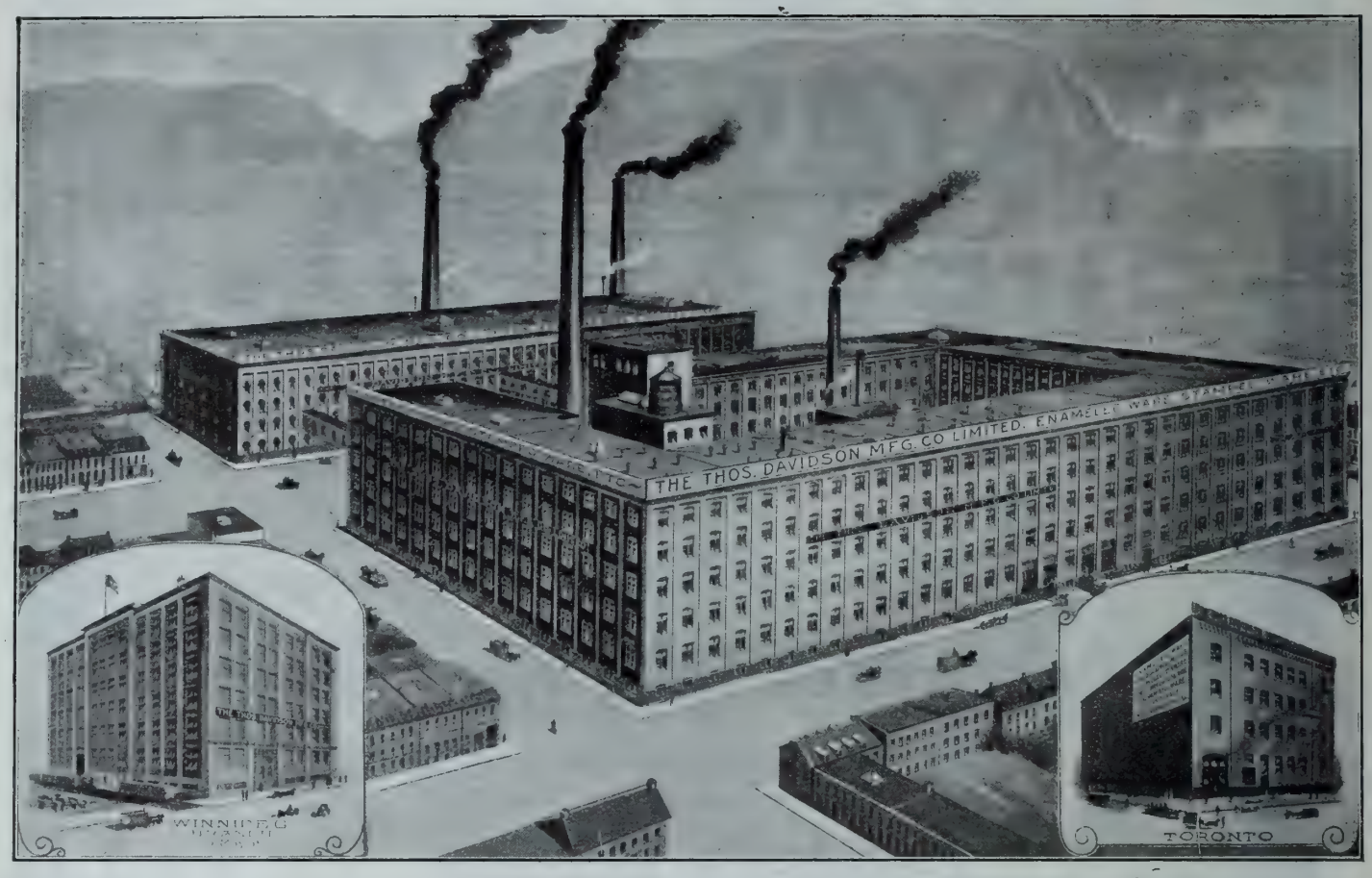
Wayagamack Pure Kraft

which means

Strength and Security

It is stocked by and can be obtained from all the principal paper wholesalers from Halifax to Vancouver.

QUEBEC—*the Province of Prosperity*



ABOVE is a photographic reproduction of our Works and Head Office situated at 187 Delisle St., Montreal. Inserts are also our Toronto and Winnipeg buildings.

It may be of interest to our clients, actual and prospective, who as yet have not honoured us with a visit, to know that the Davidson works occupy considerably more than two and a half city blocks—several acres in extent. It was founded in 1860 and is one of the largest concerns of its kind in Canada.

We make a very large and varied range of articles in Enameled Ware Lithographed pressed and pieced Tin Ware, Sheet Iron and Steel Ware, Galvanized Wares, Wire Goods—Davidson's Stoves, Ranges and Heaters and Range Boilers, in addition to our well-known "Frost River" all-steel Refrigerators.

For upwards of sixty-two years our name has been associated with the manufacture of high grade articles of general household utility in these wares. It has been estimated that there is hardly a home in the Dominion of Canada where some product of the Davidson factory is not in daily use.

The Thos. Davidson Mfg. Co. Limited

EST. 1860

HEAD OFFICE : MONTREAL

BRANCHES :

TORONTO WINNIPEG CALGARY VANCOUVER

QUEBEC—*the Province of Prosperity*

"Rock Forest"

One of Six Water Powers Belonging to the City.

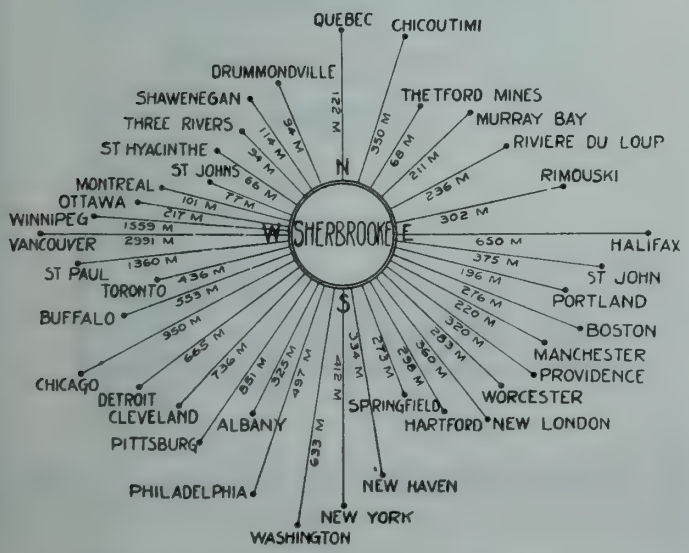
Manufacturers

Contemplating further development are invited to investigate the advantages offered in the

City of Sherbrooke P.Q.

Excellent factory sites. Good shipping facilities. Five railroads. Plentiful supply of skilled labour. Pleasant social and living conditions

Cheap Power



For further particulars and detailed information apply

The Manager,

Gas and Electricity Dept.

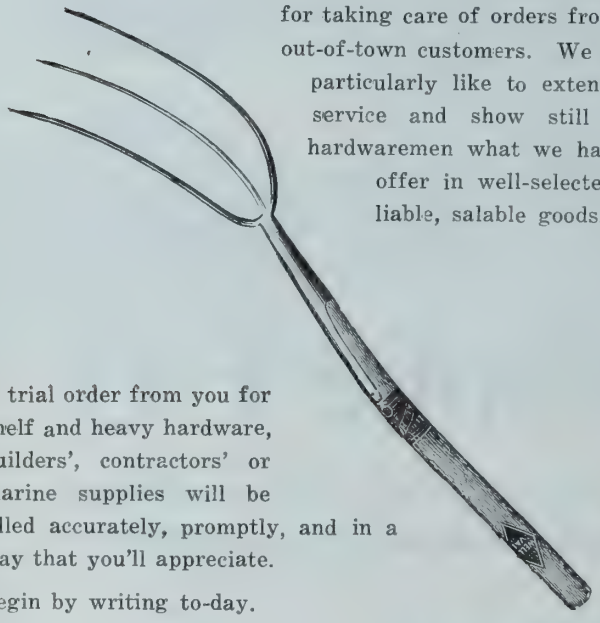
Sherbrooke, P. Q.

If interested tear out this page and place with letters to be answered.

QUEBEC—*the Province of Prosperity*

Shelf and Heavy Hardware

Builders', Contractors' and Marine Supplies



We have well-organized facilities for taking care of orders from our out-of-town customers. We would particularly like to extend our service and show still more hardwaremen what we have to offer in well-selected, reliable, salable goods.

A trial order from you for shelf and heavy hardware, builders', contractors' or marine supplies will be filled accurately, promptly, and in a way that you'll appreciate.

Begin by writing to-day.

Wm. Doyle Reg'd.

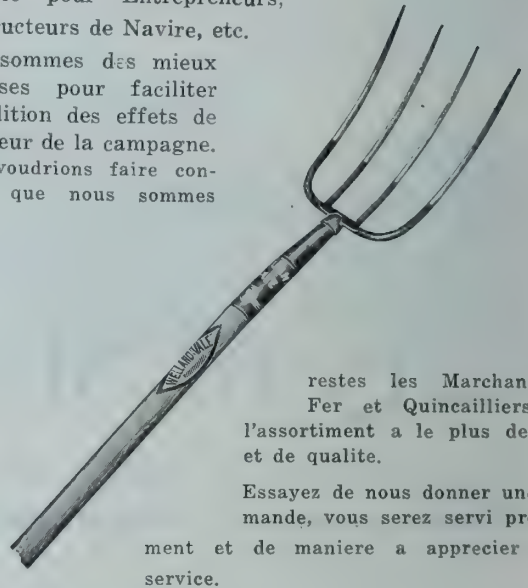
Hardware

15 St. Peter St., Quebec

Long distance telephone orders have special attention. Shipments are made the same day.

Marchandises de tablette et Ferronnerie pour Entrepreneurs, Constructeurs de Navire, etc.

Nous sommes des mieux organises pour faciliter l'expedition des effets de l'acheteur de la campagne. Nous voudrions faire connaitre que nous sommes



restes les Marchands de Fer et Quincailliers dont l'assortiment a le plus de choix et de qualite.

Essayez de nous donner une commande, vous serez servi promptement et de maniere a apprecier notre service.

Ecrivez aujourd'hui meme.

Wm. Doyle Enr.

15 Rue St.-Pierre, Quebec

Les ordres par telephone ont une attention speciale et l'expedition se fait le meme jour.

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

TRADE MARK

Does Reputation Count?

We Believe It Does

And for the past seventy years, ever since 1852 when the late Geo. W. Reed founded the firm which still bears his name, we have lived up to the high reputation which he established.

To-day, as in '52 "REED'S" is the accepted standard for all types of roofs—and in our modernly equipped Sheet Metal Factory we manufacture all kinds of sheet metal specialties—"Elevator Casings", Elevator Buckets, Boiler Breechings, Conveyor Trough and Chain, Steel Shelving, "Almetl" Fire-doors and Shutters, "Super-Service" Garbage and Ash Cans, "Burt" Ventilators, "Bois" Patented Steel Stairs, "Firetite" Oily Waste Cans.

No work up to quarter inch plate is too intricate, too big or too small for us to handle. Let us figure on your Sheet Metal requirements. Get our 1922 prices on the REED LINE.

Our Work Survives.

1852 1922

Geo. W. Reed & Co. LIMITED

OUR WORK SURVIVES TRADE MARK

ESTABLISHED 1852

Sheet Metal and Roofing Contractors

TELEPHONE MAIN 987

37 ST. ANTOINE STREET · MONTREAL . P. Q.

WHIPS

Make Profit-Paying Sales

You would make certain sales without even a sign over the door; without the slightest effort on your part. But, of course, you are not content with these sales to people who knew what they wanted before they started after it.

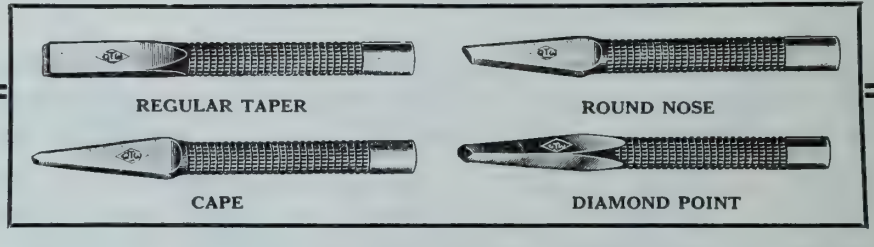
Display Your Stock Of Whips Prominently
At The Front Of Your Store
In Your Show Windows

Your success lies in appealing to the eyes of your customers. Wants are created, purchases suggested and increased sales are made.

Make 1922 the biggest year!

THE LAY WHIP COMPANY
LIMITED

Rock Island **Quebec**



Introducing
OUR NEW
Embossed Knurl

The Tools your customers want! The embossed hand-hold, as illustrated, is designed to prevent the tool turning in the hand, especially when the hand is oily. Being easy for the fingers and giving a good grip, you are sure of increased sales and repeat orders.

The best Crucible Tool Steel only is used, and our line is complete including Bushing Punches, Cotter Pin Pullers, Nail Sets, Pin Punches, Centre Punches, Brick Punches, etc. Made in different sizes and assorted points.

Square Head Nail Set

ORDER FROM YOUR JOBBER

Pin Punch

QUALITY TOOL WORKS, LIMITED

Montreal **Quebec**

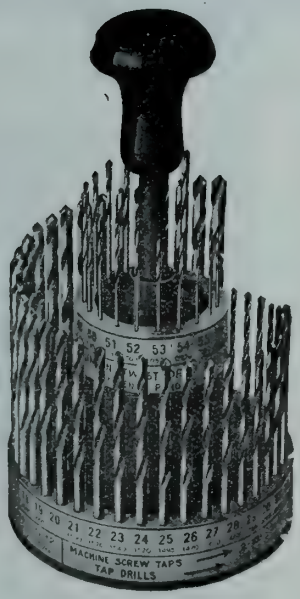
QUEBEC—*the Province of Prosperity*

BUTTERFIELD

Butterfield Tools

Sell Because of their Well-known Speed and Accuracy

In the prosperous province of Quebec there are many purchasing agents of large industries who habitually order Butterfield Tools for their plants. They have made it a matter of routine, to specify Butterfield, because they know that they lower production costs by increasing each machinist's output, use less power, and require less grinding and tool-maker's attention.

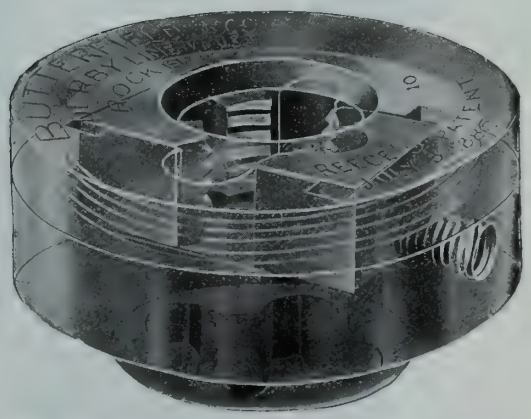


The Butterfield variety includes almost every possible need, but we can assist you to supply any special requirement, because we make tools to order, from working drawings or customer's samples.

Butterfield & Co. Division

Union Twist Drill Co.

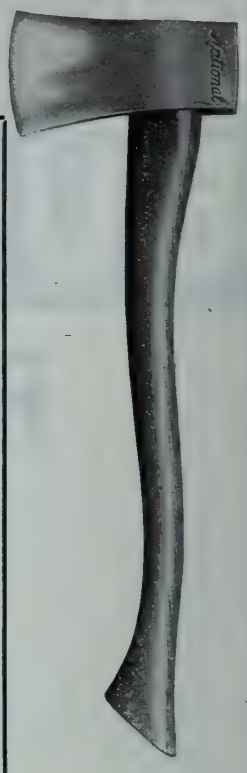
Rock Island, Quebec



Foreign Representatives:

Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab Sigfr, Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 1 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785 Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

BUTTERFIELD



NATIONAL

Guaranteed Axes and Tools

We make our own steel in our own vast plant covering 40 acres of ground! During the war we had one of the most extensive, best equipped and successfully operated munition plants in Canada.

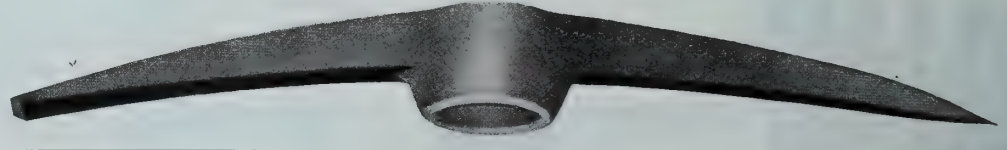
We have devoted a year to perfecting the adaptation of this plant to the making of the best Canadian axes and tools. We are now ready to sell these.

Few, if any, axe and tool manufacturers in Canada have our expert tool-making facilities, tempering processes and tests, inspection or shipping facilities. Our special metallurgists and chemists, and our specially constructed forging, tempering and annealing furnaces, and chemical vats, assure you properly tempered tools. Making our own steel relieves us of the many handicaps existing where material has to be obtained in open market.

Ask for Catalogue No. 6 and supplements.

The National Farming Machinery Limited

Montmagny, Quebec, Canada



Shingle Saw

CIRCULAR SAWS

Solid Tooth - Inserted Tooth

Edger, Shingle, Grooving, Concave and Band Saws, Wood Saw Blades.

Quality and Prompt Delivery

are first principles with us. In ordering from us you have confidence that you'll get your order filled promptly and that the goods will be dependable, quick cutting, flawless saws when you get them.

We Warrant Every Saw

Le MANUFACTURE
De SCIES De LEVIS

Levis, Quebec, Canada

Inserted Tooth Saw

CHAMPION STANDARD
and UNION SCALES
WEIGH BEAMS BUTCHER BEAMS
also

PLATFORM SCALES

500 and 1,000 lbs.

Made with sliding poise in brass or iron and double and single beams—also notched beams

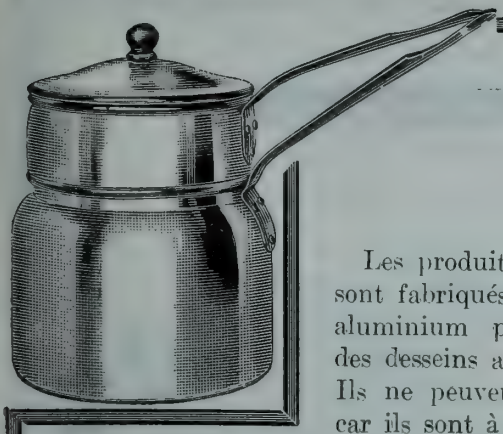
Our Prices Are the Lowest

Manufactured by

GEO. BROUSSEAU LIMITED

79 to 95 St. Paul St. Quebec.

QUEBEC—*the Province of Prosperity*



Les produits "Viko" sont fabriqués avec un aluminium pur, dans des desseins attrayants. Ils ne peuvent ternir, car ils sont à l'épreuve de la rouille et tout à fait sanitaires. Ils se lavent facilement, cuisent les aliments promptement et également sans les griller. Ils sont exempts de joints et les manches sont en acier étamé et les pivots en acier nickelé.

Commandez chez

Hurtubise Limited

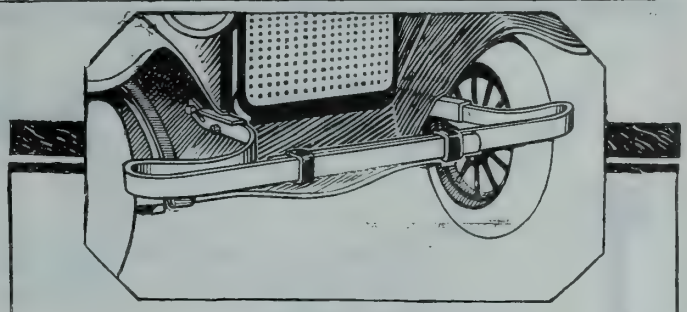
222 Notre Dame Street West
MONTREAL CANADA

THE MOWER
This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur

Look at The Man—He's In Action!

That makes his scythe and snath effective. No snath or scythe can be useful or profitable while it is standing still. Book your snaths now to get the earliest sales. Advertise and display them so that they keep moving—only moving scythes and snaths cut a wide swath and harvest big profits. Get action.—Write your jobber.

DOMINION SNATH CO., LIMITED.
WATERVILLE, QUEBEC.



Strength and Resiliency to Cushion Powerful Blows without Becoming a Shapeless Mass

LYON RESILIENT BUMPERS are made of the finest grade of heat-treated, oil tempered spring steel, scientifically formed to give resiliency. They are the most efficient motor car bumpers made. Their resiliency will absorb any jolts experienced in congested traffic, as well as dangerous collision impact.

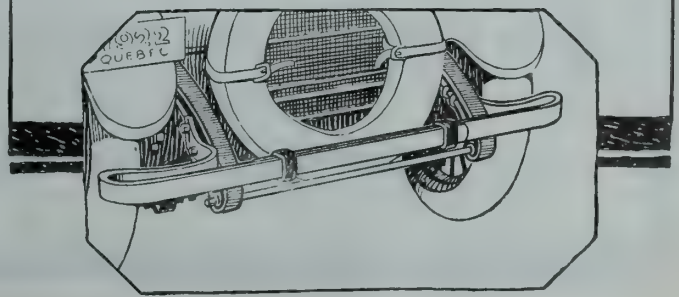
LYON Resilient BUMPERS

are built for service, a service which insures absolute protection to the car, its driver and occupants. They are the only bumpers that can be repeatedly bumped without becoming a shapeless mass. Lyon Resilient Bumpers can be attached quickly and securely to all makes of cars without drilling or the use of special tools, and there are no weak joints or complicated bolts to work loose and rattle. Protect your customers and increase your business by selling Lyon Resilient Bumpers. We are offering generous co-operation to dealers and will gladly supply details upon request.

Write us and we will introduce you to your nearest distributor.

Manufactured by

B.J. COGHLIN CO
Limited
MONTREAL

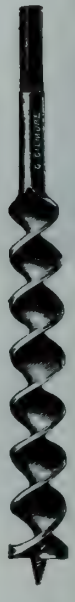


QUEBEC—*the Province of Prosperity*

We make all types of auger bits and augers, 3-16 in. to 4 1-2 in. Your customers will be interested in some of the special points of these augers.

These augers and bits are polished right up to the cutters. The cutters are always properly sharpened ready for immediate use. All screws have double thread and each thread leads to cutter. With these uniformly made and correctly designed auger bits, the chips pass through easily.

Order early—have it off your mind for Spring delivery. **Ask now Jobber** for Gilmore's Solid Stem Bits, Augers and Auger Bits.



G. Gilmore Company

MONTREAL - CANADA

TADANAC

ELECTROLYTIC

LEAD - COPPER - ZINC

Produced at Trail, British Columbia

Used Wherever Quality & Purity are Essential

The Consolidated Mining & Smelting Company of Canada Limited

Ontario Office: **C. P. R. Building, Toronto**

General Sales Office: **Drummond Building, Montreal**

QUEBEC—the Province of Prosperity

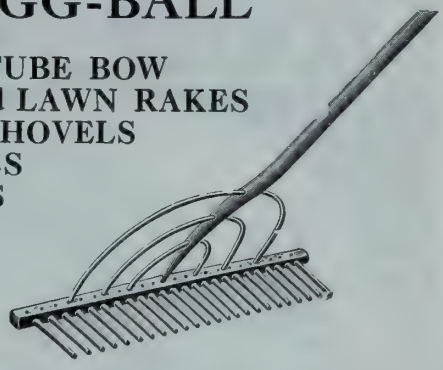
Coal prices are still up, and it pays your customers to stop all the drafts around windows and doors with Frost King Weatherstrip.

Frost King is not "just weatherstrip"; it is an efficient and reliable way to keep out the cold and conserve the warmth of the house. This desirable, quick-selling weatherstrip is made of felt that stops the wind and is extremely durable and neat.

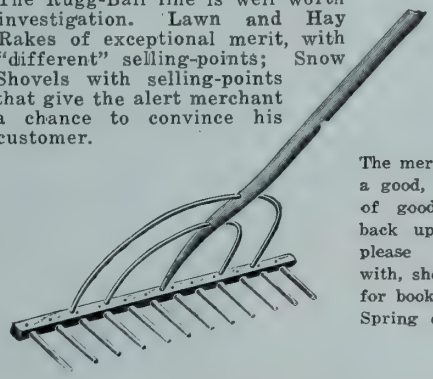
Order from your Jobber

RUGG-BALL

STEEL TUBE BOW
HAY and LAWN RAKES
SNOW SHOVELS
HANDLES
DOWELS
ETC.



The Rugg-Ball line is well worth investigation. Lawn and Hay Rakes of exceptional merit, with "different" selling-points; Snow Shovels with selling-points that give the alert merchant a chance to convince his customer.



The merchant who wants a good, worth-while line of goods that he can back up and expect to please his customers with, should arrange now for booking an order for Spring delivery.

RUGG-BALL MFG. CO., LIMITED
AYER'S CLIFF - - QUEBEC

Ask for

THE OLD RELIABLE

BLACK **DIAMOND**
Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED
82 McGill St., MONTREAL

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

FLY TERROR

Sells to Every Lumberman

Have your stocks in ready when the season opens. This wonderfully effective fly and mosquito repellant makes a hit with every man who has to be outdoors where mosquitoes and black flies abound. It is non-poisonous, and not greasy. Flies and mosquitoes are absolutely repelled by Fly Terror.

THE FLY TERROR MANUFACTURING REG'D.
7 Notre Dame Square, Quebec, Canada

70% Profit!

Almost Nothing for Selling Cost; Put the Attractive Display Stand to Work and Vol-Peek Sells Itself.

You will find it very profitable to sell Vol-Peek. It is ideal because, not only is there a large profit—70%—but it is extremely popular, and brings you many quick turnovers on the capital invested. So there you have large profits and quick turnover, the perfect combination.

Vol-Peek Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

Try Your Jobber or

H. Nagle & Company

Owning and Operating Vol-Peek Mfg Co.,

Box 2024 Montreal

A. G. Parker & Co., Limited

Birmingham, England

Manufacturers of High-grade Shooting Equipment. Ball-bearing handle, celluloid-covered cleaning-rods, Scourers, Bristle Brushes. Rifles, Gun Cases, etc.

Hardy Bros., Limited

Alnwick, England

Manufacturers of the world's best Fishing Tackle, Rods, Reels, etc.

B. S. A.

Rifles and Shot Guns

There is a B.S.A. Rifle and Shot Gun of deadly accuracy and proved reliability for every purpose.

L. H. Hagan, Co.

Christiania, Norway

Manufacturers of Skis of known reputation and performance.

Canadian Agents:

FRASER COMPANY

10 Hospital Street, Montreal

Make Your Windows Pay Full Rent

PUT your windows to work—make 'em pay their keep in full measure. Merchandise well displayed is merchandise half sold. Among the many dealer helps we offer Canadian merchants selling Quick-Lite Lamps and Lanterns is a series of attractive, easy-to-read window cards. These are 7x14 inches, printed in four colors on handsome cards, with easel backs. They stand alone in the window or on the counter—wherever you decide to use them. Just the right size to attract attention of window shoppers and pull business.

Coleman Quick-Lite
Lamps and Lanterns

Made in Canada. Sold by 20,000 progressive merchants covering the entire Dominion and the United States. A big list of Jobbers in Canada are now distributing this quick-selling line. These window cards tie-up in splendid fashion with the Quick-Lite advertising now appearing regularly in the best magazines and farm papers read by your customers throughout Canada.

They are helps that will materially increase your sales of Quick-Lite Lamps and Lanterns. Take full advantage of them—send now for your set, directing your letter to the Merchant Cooperation Department.

The Coleman Lamp Co., Ltd.

Queen Street East and Davies Avenue

Toronto, Canada

Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

IN STOCK AT MONTREAL.

THE "STANDARD"

Superior Fibre Seats

The kind that is guaranteed not to break through.

In introducing the "Standard" Fibre Chair Seats we wish to call your attention to the following points which merit consideration:

They are of extra thick material of exceptional quality which will outlast four ordinary chair seats. Our "Standard" Process prevents the warping or splitting as veneer seats do.

They will not injure clothes by rust or tearing, as on metal seats.

The embossing and designs speak for themselves, and can safely be matched to leather for service and appearance.

Write your jobber for facts and prices.

United Chair Seat & Novelty Co.,

1470 Gates Ave., Brooklyn, N.Y.

Canadian Representatives:

G. S. Whitaker & Co., 117 Wellington St. W., Toronto

Hardware Inventories Complete January 15

Practically all inventories in wholesale and retail hardware establishments across Canada will be completed by January 15. Buying for Spring will be under way before the end of the present month. Competition will be keen. Retailers will buy more frequently and in smaller lots than a year ago. Travelling salesmen need the assistance of well-planned advertising this year, more than ever before. Hardware and Metal is being read more closely than ever before. Advertisers in Hardware and Metal have a big advantage over non-advertisers. Drop us a line to have a representative call and explain these advantages to you.

Member A.B.C. **HARDWARE & METAL** *Member A.B.P.*

Canada's National Hardware Weekly since 1888

143-153 University Avenue, Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada, and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

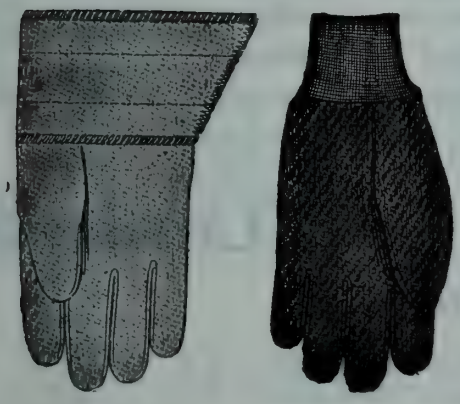
Montreal Branch, Southam Bldg. Winnipeg Branch, Confederation Life Bldg.

TAPATCO
REGISTERED TRADE MARK BRAND

There's No Better Pad to Sell

Show this pad in your windows and local advertising; horsemen will come to your store. They know that it costs far less to keep horses fit by means of Tapatco Collar Pads than it does to have disabled horses "eating their heads off" in idleness.

The Tapatco Stapling Device for attaching hooks (Patented in U. S. Dec. 1, 1914; and patented in Canada, April 6, 1915) gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.



No Work Glove Sells Quicker

Than Tapatco Work Gloves. These satisfying, serviceable gloves are made of selected cantons; Gauntlet, Knit Wrist and Band Top. They are supplied in Heavy, Medium or Light Weight; also, in Leather Tip, Leather-Faced, Jersey—Gloves and Mitts in Tan, Slate or Oxford.

Made by

The American Pad & Textile Co.

Chatham, Ontario

If interested tear out this page and place with letters to be answered.

How Frost Fence Builds Good Will For Your Store

Frost Fence is purchased by the best class of farmers in every community —who have helped us build up the largest fence business in Canada.

That is the class of customer you like to see coming through your front door. You know he will be a good buyer of all lines you sell to farmers.

Sell Frost Fence and Capture His Trade

FROST
Hold-tight Lock

While you can sell Frost Fence at practically the same price as ordinary fence, the farmer gets fence quality that gives him extra years of good service.

—A tight and trim fence that will save him time and money in both erection and maintenance.

Frost Fence is drawn, tempered and woven in our own factory. We control the quality. Frost wire, toughness, strength and pliancy meet every usual strain. The waved lateral takes care of unusual strains. The famous Frost Hold-tight lock keeps every wire in place always. These special Frost advantages capture and hold business.

Frost Fence will be a good-will builder for your store. It will pay you to handle this fence of superior quality.

Frost Steel and Wire Co., Limited
Hamilton, Canada

Manufacturers of Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies.

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. JANUARY 14, 1922 No. 2

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

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B. C. Culley, Associate Editor.
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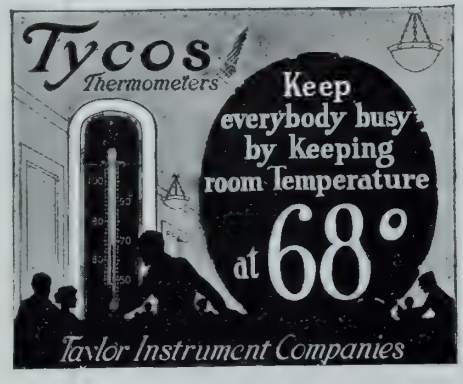
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

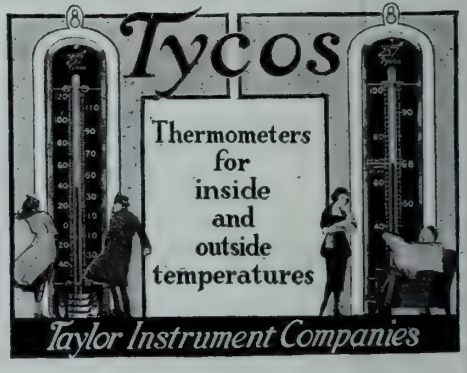
SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

The Government Advertises the Weather in the Big Newspapers

WEATHER CLOUDY TODAY, THURSDAY FAIR; LOOK FOR CHANGE IN TEMPERATURE



We advertise *Tycos* Thermometers in the leading magazines



We also supply display material to aid you in selling them. Get our latest catalog.

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There's a *Tycos* or *Taylor* Temperature Instrument for Every Purpose.

451

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV JANUARY 14, 1922 No. 2

Important Movements in Hardware

Second Week of New Year Marks Continuation of Major Price Movements in Hardware Lines—Chiefly Downward Revisions But a Few Advances Are Noted—Necessity of Watching Markets Closely Following the Annual Inventory, is Emphasized

THE EXTENSIVE range of price developments announced in the opening market reports of the year, and which have been continued this week, attach particular significance to the prevailing trend of events in the hardware industry. The lengthy budget of revisions enumerated in last week's issue of Hardware and Metal, has been greatly enlarged during the past few days by other numerous and important changes in the quotations on various hardware commodities. Such market revisions further emphasize the vital necessity of closely following the price tendencies week by week and of keeping in close touch with basic conditions.

Announcements of this nature by both manufacturers and distributors of hardware products, add considerably to the progress of liquidation, and supply many direct examples of deflation as applied to the trade. They also comprise solid arguments for the retail merchant wherever he desires to personally convince his customers that hardware prices have declined, and are still declining in a manner which will stand excellent comparison with similar conditions in other branches of trade.

The extreme importance of the price factor is one of the dominant features of present trade and this has taken on a new significance through the recently increasing number of price changes which almost create a record number of market revisions.

Lines Affected

Featuring the current reports are downward price tendencies on such products as ammunition, roofings, building papers, cotton wastes, eavestrough and many other lines. The quotations on ammunition were anticipated in last week's reports. The reductions in roofings have also been looked for during recent weeks; while the change in quotations on building papers and sheathings adds to the lengthy list of declines recorded on these products during the past few months.

Cotton waste prices, both on white and colored, are revised to lower levels through easing of costs in various contributory elements. The downward revision in eavestrough, both on ridge roll and valley, has appeared through an additional ten points being quoted on the discount. A similar change, and to the same extent, is also announced on conductor pipe, with elbows remaining unchanged.

Advances Recorded

Higher prices on beaver manila, sisal rope and lathyarn, attract special attention; this development being attributed by the manufacturers to higher costs on the fibre market, combined with a Mexican production tax on sisal. Other changes are generally in the nature of recessions. A fifty cent concession is noted in prices on poultry netting staples, both bright and galvanized. Glazier points are reduced, while lower prices are recorded in various models of Winchester rifles. Another decrease is evident in fuel oil quotations, thus reflecting the easier tone of primary crude oil markets.

The new tack list about to be issued also entails changing discounts on this line of products. Lower range boiler list prices have now been generally adopted, this being the result of price shading recently prevalent in these markets. An easier tone in corrugated sheets has resulted in a change in the discount. List prices are unaltered, with a quotation of ten per cent. off now in effect, compared with the previous figure of 7 1-2 per cent.

Other items included in the list of current reductions are, some lines of cultivators, sprayers and drills; carpenters' tool baskets; certain makes of pruners; English tinned "S" meat hooks; one line of silverware, and one make of nail hammers. Reduced prices are also noted for spring delivery on some electric fans.

PRINCIPAL PRICE CHANGES

Another downward revision in building papers and sheathings.

Price declines announced in roofings.

Revised discounts effective on both Dominion and American ammunition.

Easier price levels on Winchester rifles.

Higher prices on beaver manila, or equal, sisal rope and lath yarn.

Lower range boiler list now generally adopted.

Cotton waste prices, both on colored and white, revised downward.

Reduced quotations on eavestrough, both ridge roll and valley.

Ten per cent. drop in quotations on conductor pipe.

Recession in corrugated sheets through changed discount.

Quotations on poultry netting staples 10 per cent. lower.

New tack list to be issued, also entails changing discounts.

Another decrease in fuel oil.

Turpentine Advance Noteworthy

The sharp advance in turpentine levels is worthy of note, the situation at primary centres being of a strong speculative nature, with producers in a statistically firm position for the next few weeks owing to the absence of new receipts at this time of the year.

In discussing the large proportion of market changes, the majority of which are concessions of a more or less substantial nature, certain manufacturers

(Continued on page 79)

Retailers Will Not Collect Gasoline Tax

Hon. H. C. Nixon, Provincial Secretary of Ontario, Advises R. M. A. Delegation That Gasoline Tax Will be Collected at Primary Sources—Eight Hour Day Not to be Extended to Retailers—21st. Annual Convention Ontario Branch R.M.A. Brings Out Many Interesting Topics

ONE OF THE most important features of the twenty-first annual convention of the Ontario Branch of the Retail Merchants' Association of Canada, held on Wednesday and Thursday of this week, was the visit to members of the Legislature of a delegation consisting of the executive officers including B. W. Ziemann, Preston, president, W. J. McCully, 1st vice-president, Stratford, W. Hodgins, 2nd vice-president, London, D. W. Clark, treasurer, Toronto, and W. C. Miller, secretary, Toronto, accompanied by a representative of Hardware and Metal.

Hon. H. C. Nixon, Provincial Secretary and Hon. Peter Smith, Provincial Treasurer, were the two ministers interviewed and after a sympathetic hearing, some information was given on certain matters which indicate a favorable attitude toward the position of the retail merchants.

Opposition was made by the delegation to the proposed provincial tax on gasoline sales if the retailer was to be the medium of collection. Mr. Nixon informed the delegates that they need have no uneasiness on this score because if the bill was finally authorized the retailer would not be the medium of collection. Ziemann pointed out that the trade had been through enough difficulty in connection with the luxury taxes to know that a tax collected on retail sales would cause much hardship and confusion.

Eight Hour Day

Another subject on which the delegates secured a favorable expression was in connection with the eight hour day as applied to retailers. Secretary Miller pointed out that legislation on this point was introduced at the last session but was later withdrawn. Mr. Nixon stated that retailers need not worry concerning the application of such legislation to them.

The Ontario Government was asked to amend the Transient Traders and Hawkers Act so as to make it apply effectively under prevailing conditions. It was shown that certain practices now being indulged in worked out to the detriment of retailers and to the municipalities through transient traders avoiding business and other local taxes. The case was cited of the transient trader who brings a stock of goods to a town and arranges with some merchant to distribute the goods through his store to avoid a licence fee and tax. Frequently the merchandise he distributes is of a poor character but he does not stand to lose because he is there today and gone tomorrow. Mr. Nixon suggested that educational effort in the association might overcome this among the members, but Secretary Miller replied that the complaint was with retailers who were not reached by the organization.

Early Closing

It was also asked that the lines handled by certain trades to defined so as to place these stores in the right category as regards the early closing regulations of the Factory and Shop Act It was shown that in some cases the courts were not fully cognizant of the facts and that a skilful lawyer could generally bring what decision he desired.

Concerning the Division Court Act it was shown that in Ontario the collection of small debts through the courts is costly. Some change was desired, and it was pointed out that the motive was not to enable the retailer to force payment from the poor but rather to have some adequate means of meeting the "dead beat." Mr. Ziemann admitted that the retailer might be more careful in extending credit but thought some more assistance was needed in the courts.

On the subjects other than those on which he declared the stand of the government, Mr. Nixon promised careful consideration. The details of the various subjects will be submitted later for consideration of government members.

One of the Best Years

Opening the first regular session on Wednesday afternoon, Mr. Ziemann stated that 1921 had been one of the best years in the organization despite the fact that it had been a hard year for many retailers. He referred to the newspaper statements alleging that the retailers were responsible for holding up prices, stating that the buyers' strike did not bring down prices, but on the other hand brought about a disorganization of business, and that as a result retailers could not sell goods and so could not give business to wholesalers. In turn the manufacturer was forced to curtail with the result that unemployment resulted in a large measure.

"No one body can act alone in the commercial world," said Mr. Ziemann, "and what affects one affects every branch, and the worker, who is the ultimate consumer, is going to feel it just the same as the retailer, wholesaler and manufacturer. The people by this time have come to the conclusion that the retailer is not responsible for high prices and he retailer cannot break away by himself from the situation. I venture to say that there is not a retailer who is not taking his loss day after day and not saying anything about it. We have had high priced goods on our shelves and the only way to take advantage of lower prices has been to clear out the old goods at any price and stock up on the new. This process has been general throughout the country and retailers are not in league to keep up prices. There are so many retailers, and all anxious to do business, that this competition regulates prices to a large extent. I believe we have reached the turning point in the road. I believe from now on we will find the people throughout the country are gaining confidence. We find that factories are beginning to operate more steadily than in the past year."

Increased Membership

Secretary Miller's report showed a total of 3995 members, a net increase of 685 for the past year. He briefly reviewed legislative matters taken up during the year including the eight hour day, transient traders, motor vehicles, amendments to minimum wage law, female help, damage to stores from riots, trade section meetings, auto dealers' delegation to Ottawa concerning the tax on automobiles, etc. In regard to this latter matter he stated that the manufacturers had agreed to absorb 50% of the tax which was demanded by the Government from dealers on cars in stock at time of application, but the adjustment had not been satisfactory and a full refund of the amount was asked. Concerning the minimum wage regulations Mr. Miller pointed out that in most cases the wages

ONTARIO R.M.A. OFFICERS FOR 1922

The following officers were elected by the Ontario R.M.A. for the ensuing year: president, W. J. McCully, Stratford; first vice-president, Wilfred Hodgins, London; second vice-president, T. A. Sharp, Midland; third vice-president, R. A. Stephens, Ottawa; treasurer, D. W. Clark; secretary, W. C. Miller. Officers to the Dominion executive council, Henry Watters and R. A. Stephens, Ottawa; representatives on the National Exhibition Board, D. W. Clark and T. Bartram, Toronto; and auditor, W. S. Ball, Toronto.

paid by retailers are higher than the minimum wage suggested.

His report showed that five new trade sections had been organized in Toronto in the year. Assessment matters were also being taken up and it was stated that in future more care would be exercised in assessing retailers' properties. The help which the association had been to merchants in connection with the Income Tax was also dealt with, it being pointed out that whereas some merchants had been penalized $50 for laxity in making returns, representations had been made and this fine reduced to $10 in most cases.

The report of the Treasurer, D. C. Clark, showed a very substantial balance on hand.

Henry Watters, Dominion treasurer, speaking for E. M. Trowern, Dominion secretary, pointed out that it was the plan to appoint provincial advisory committees to bring pressure on the Dominion Government in connection with national problems. He stated that an assistant secretary had been appointed on the Dominion Board for the purpose of keeping in close touch with various Government departments.

Govt. Should Pay Inspection Fees

Referring to the fees charged for the inspection of weights and measures, he expressed the opinion that this should be borne by the government as such inspection was in the interests of the people. Postage rates on mail order catalogues was also taken up and it was suggested that the government investigate the subject to ascertain the cost to the country of this service which enabled the distribution of merchandise under such circumstances as gave little opportunity for competition by retailers. In giving an argument for branch associations, Mr. Watters stated that the Eastern Ontario and Ottawa District Ass'n had increased its membership to 442 this year and had a surplus of $927 on hand.

IMPORTANT MOVEMENT IN HARDWARE

(Continued from page 77)

have pointed out that endeavors have recently been made to reach the lowest possible levels, based on lowered production costs and easier replacement values. This movement has developed, according to one manufacturer, in the hope that this will assist in stabilizing business conditions generally. On the other hand, it is generally admitted as a possibility that the process of deflation may continue to be evident as long as basic elements are experiencing downward revision. The anticipated declines in transportation charges, wage levels, distributing and production costs, are factors which individually bear small relation to current prices. Collectively, however, they constitute matters of importance with a significant appeal to the producer as well as the ultimate consumer.

When interviewed by Hardware and Metal on the subject of price declines occurring since the New Year, one manufacturer mentioned that the endeavor was to reduce prices to the lowest possible level. This movement is generally in preparation for the salesmen going to their respective territories after the annual inventory period. It was stated that the sales representatives had been given every opportunity to test the prevailing quotations, and they are consequently convinced that present prices are about as low as current costs will allow. With this spirit spreading throughout the trade, the opinion was expressed that business should be stimulated in the coming months through an accurate knowledge of the facts.

"Some months ago," remarked one wholesaler to Hardware and Metal, "we heard the statement at frequent intervals that quotations were down to rock bottom. Since then, however, it would appear that the bottom has evinced a tendency to recede on several occasions."

OPERATION OF MARKING ACT POSTONED

As we go to press Hardware and Metal has received telegraphic advice from its Ottawa representative that the operation of the Marking Act governing marking of country of origin on imports, has been postponed until the next session of Parliament. This action is interpreted as meaning that Section 12 A, of the Customs Regulations, as outlined in a recent issue of Hardware and Metal will be subsequently repealed. The fact that the postponement is effective until after the close of the session is in itself regarded as indication that the Government has this end in view.

ELECTED REEVE

Wroxeter, Ont.—John Douglas, hardware merchant, has been elected Reeve by acclamation for the fifth term.

ALL VEHICLES TO CARRY LIGHTS

Toronto, Ont.—The carrying of lights on all vehicles, a traffic safeguard that motorists have striven for years to secure through province-wide legislation, is to be enforced in the city of Toronto by sanction of the voters on New Years' day.

Big Ad Campaigns Lose Effect Unless Retailer Does his Part

AN ADDRESS on "Retail Selling" was given to the convention by T. A. Trestrail, Secretary Toronto Ad Club, in which he suggested that closer co-operation should exist between the Associated Ad Clubs of the World, or the Association of Canadian Advertisers, and the Retail Merchants' Association. He suggested that retailers study the methods of increasing sales so that their influence might be increased. He cited the case of a shoe clerk who sold two pair of shoes and two pair of shoe trees where another would sell one pair of shoes only, because of suggesting forcibly that wear equal to four pair of shoes would be secured by interchanging the two pair of shoes every day or two and in the meantime keeping a pair of trees in the shoes not being worn.

"A million dollar advertising campaign will lose much of its effects unless the retailer does his part," said Mr. Trestrail emphasizing the importance of the retailer as a factor in carrying forward the general campaign to aid merchandising.

Mr. Trestrail asked that where retailers knew of local advertisements appearing which were not clean and truthful that such be reported to the organizations previously mentioned, whereupon vigilance committees will take the matter up.

"There is no reason to exaggerate terms," he added.

An argument was advanced for standardizing sales in order to increase their effectiveness and dissipate any idea that they were designed to "put one over" the public. He suggested a set time for clearance sales, stock-taking sales, mid-summer sales, etc. "Retailers should also get away from quoting former prices where reductions are meant to be emphasized," he stated.

Co-operation of ads with window displays was important, and it was suggested that a copy of the ad be placed on the display window, the ad printed on better paper than news print if possible. This plan would link up the two forces closely and increase effectiveness.

In closing, Mr. Trestrail, suggested that retail salesmen make their business a hobby in order that best result might be secured, and that where advertising was undertaken that it be done systematically. "Don't advertise unless you have something to say and when you do advertise, do it forcibly and systematically," he concluded.

Mid-Winter Selling of Household Lines

E. M. Lapierre, Buckingham, Quebec, Finds That Each Month in the Year Can be Devoted to Featuring Certain Lines—Close Personal Touch, Assisted by Special Letter Heads and Local Paper Keep Lapierre Name Before the Community—Clearing the Deck for Stove Selling

JANUARY and February are good months in which to make selling plans in order to offset any temporary dullness which may come after the Xmas rush and so as to be ready for trade in seasonable lines of household and other goods in early spring.

March marks the commencement of more activity, and toward the latter end of this month the brisker trade of Spring appears. The two former months allow the merchant to prepare his campaign on the many household and other lines, seasonable in the Spring. It is in these months that Eugene M. Lapierre of Buckingham, Quebec, devotes much time to plans of this nature.

An Appeal to the Car Owner

It is at this time that an appeal is made to the car owner. The season for the automobile is now more extended than a few years ago, and if roads will permit, many cars are used in practically every month of the year. However, the annual over-hauling is usually undertaken by the car owner, who is in many cases mechanic enough to do his own work, before the better roads open after the snow disappears. An early appeal then must be made to catch this trade, and Mr. Lapierre uses the form of a circular letter. Two years ago the accessory department was first opened, and following was the manner in which this was announced to the customers owning cars;

"Dear Sir:

We have much pleasure in announcing that we have added to our stock of hardware a complete line of repair parts and accessories for automobiles, Chevrolet, Ford and other models. It will be a pleasure for us at any time to give you prices on these goods and demonstrate to you their advantages and qualities. We also handle oils and greases for automobiles, the best quality of gasoline at the lowest market price. Buy your own repairs and do your own work.

Selecting your valuable patronage which will have at all time our special attention, we remain,

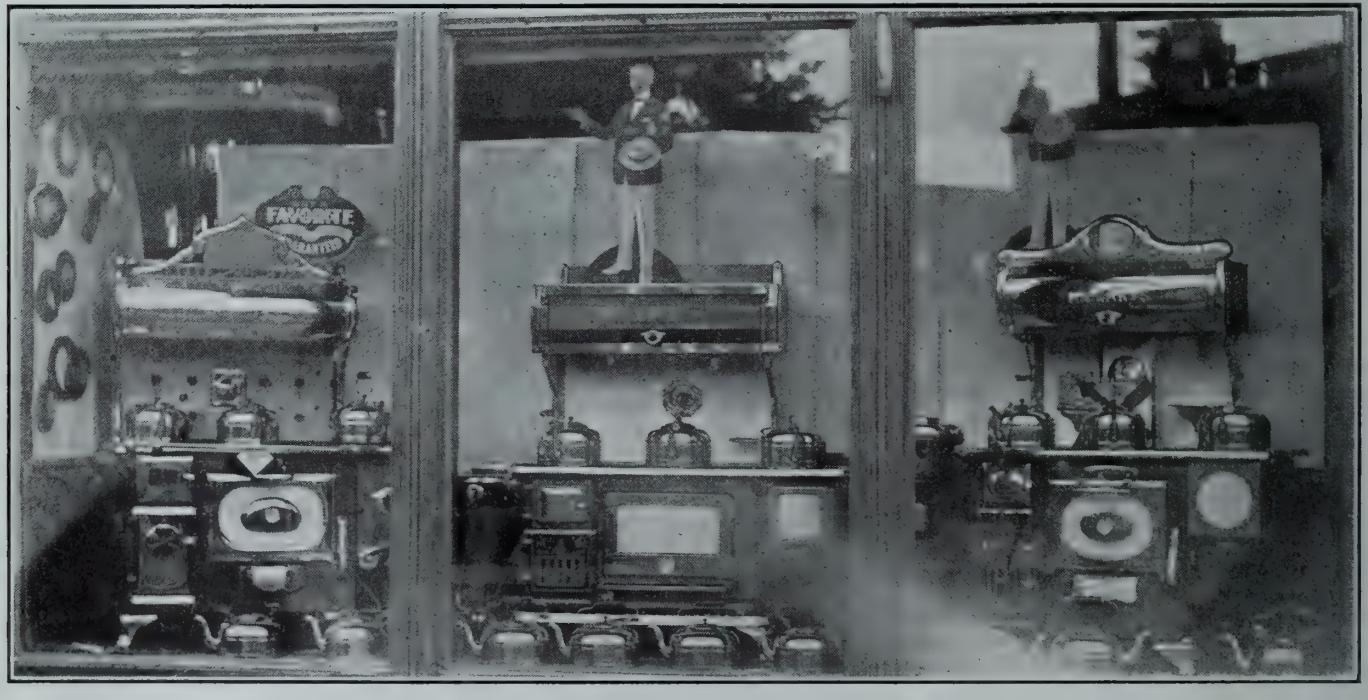
"Yours truly
Eugene M. Lapierre."

Early Advertising

Also at this early stage, special efforts are devoted to the lines that will sell in the following months, and letters of a varied nature are sent out as a fore-runner. A feature used by Mr. Lapierre in his circularizing is the letter heads. For the accessory appeal, an attractive, colored cut of an automobile with natural surroundings is used; paint and varnishes, roofings, tires, garden tools, etc., each have a special letter head, brightly colored and outstanding in its appearance. These, according to Mr. Lapierre, force the message home with double force.

Other means of bringing to the minds of the people that Spring is approaching are the early displays on one side of the store. This portion is larger than the side where the counters and shelf hardware are located, and is separated by a partition with a wide, open doorway at front and rear. A large display window, level with the pavement outside, allows a full clear view from the exterior, thus affording an ideal display room. In February and early March, Spring goods are displayed, and the paint stock (which occupies one entire side wall) is put into shape for the earlier demands. This section of the store is a great asset, being very valuable as an advertising medium.

Following come the active months of April, May and June with their heavy demands of kitchen utensils, washing machines, gardening tools, house-cleaning needs, paint, varnishes, wall-paper, etc. In this busy season two "bigger sales" helps are the delivery service and personal calls on prospects; classed together because they further the campaign outside the store. An auto-



The display windows represent an important factor in stimulating local interest in seasonable household and other lines of hardware in the E. M. Lapierre store, Buckingham, Quebec. Here is shown an attractive grouping of ranges and kitchen utensils, stove boards, heaters, etc., with prices shown.

An extensive grouping of paints, varnishes, etc., is shown in the paint department of E. M. Lapierre store, Buckingham, Quebec. Here the customer may readily examine the paint cards or the cans themselves. The stock shelves are always kept well filled to drive home the fact that the store is prepared to give good service on requirements. Mr. Lapierre considers a neat, well-stocked department, backed up with a thorough knowledge of paint on the part of salesmen, is a sure foundation on which to make plans for stimulating trade through the medium of window display, advertising, letters, etc.

mobile truck and a bicycle are the vehicles used in delivery, and while the former is very important and essential, the bicycle plays no small part.

"When our truck is on a long trip, perhaps away from the store for more than an hour, we use the bicycle and a delivery boy for rush calls. Not long ago a painter called us over the telephone for a pound of glue. He was hanging paper in one of the outlying sections of the town and it was necessary that he should have the glue before he could commence his work, and the bicycle did the trick. This man wanted service, as many others do, and the smaller vehicile is the only way to give this, especially in the rush season," said Mr. Lapierre.

Dealing with personal calls and working with the customers in their own homes, Mr. Lapierre said these could be accomplished in conjunction with the delivery. He recalled a few years ago when a certain mop was first placed on the market, that in one afternoon they sold eighteen, merely by taking a sample and introducing them in the different customers' homes. Vacuum cleaners more recently met with equal success through the same method.

Mid-Summer Months

July and August furnish another slackening between seasons to a degree, although there are lines that can be "pushed" in these mid-summer months. Oil stoves, refrigerators, hammocks, and other lines that offer comfort in the real hot weather are popular at this season. Both the extensive display room and the outside canvassing are here very valuable. Newspaper advertising with suggestive cuts and drawing are also used to advantage. Two columns, the full length of the front page of the local paper are occupied to convey the message of an oil stove demonstration, or of the real comfort of the articles in the effort to keep cool. "Our newspaper advertising is of special benefit in announcements of this kind," continued Mr. Lapierre.

Fall Campaign

Mr. Lapierre has found that fall and early winter months contribute very liberally to a successful closing of a year's business. Although the spring of the year has generally been considered the "harvest" for the hardware store, the autumn offers seasonable lines which with timely displays and sales efforts, swell the yearly turnover in the closing months. It is the time when the merchant can, by looking up his last year's gross sales set a standard, by which he and his selling staff must sell so much merchandise to surpass the records of the year previous. An opportunity is then offered to inspire the salesmen to further their efforts in selling the wares that are in demand at this period of the year.

There are three leading lines contributing to bigger business from the end of August to the beginning of the New Year, viz., paint, stoves, and Christmas holiday wares. Numerous other artcles are seasonable at this period of the year, but the aforementioned are lines that Mr. Lapierre makes a special effort to "push."

Commences With Fall Painting

To carry on a bigger-sales campaign in paint means to Mr. Lapierre a repetition at other seasons of spring activities. A well dressed window will remind people that the season is ideal for painting purposes, and many who delayed, may now be persuaded to proceed to brighten and protect their homes. However, a much greater effort than the dressing of a window is required to sell paint. It will do its duty, as far as it goes, but the campaign must be entered through other channels as well. The mailing lists are revised, each prospect being advised of the advantages of painting. The lists are extensive and under constant revision, new names are added while others are cancelled. This being done, the campaign has just commenced. Windows and mailing lists are important; they undoubtedly bring results, but it is at this stage that further efforts are put forth. To use Mr. Lapierre's own words:

"We do not leave it to the manufacturers alone to advertise our paint and varnishes. They supply displays, cards and literature, and are invaluable in forwarding advice through circular letters to our customers, but we must also follow-up from our own end," he said.

An important factor in this direction

is keeping in close touch with the painter. Asking him for a list of the property owners who had intended to paint, or even contemplated giving him work, should bring results. Another item that is not overlooked in the Lapierre store is the display table, situated in front of the counter down the centre of the store. At this time of year an arrangement of paint, varnishes, stains, polishes, etc., meets the customer's eyes as soon as the front door is entered, thus the housewife is not forgotten any more than she is in the spring of the year. Color cards are also freely distributed both through the mail and in parcels, reaching the women folk who are thinking of brightening the rooms during the winter.

Clearing the Deck for Stoves

"Our early shipments of stoves usually arrive in August, but owing to floor space not being available, we do not commence our stove display until September as a rule. This side of the store is cleared, thus giving us ample room for the various lines we handle," said Mr. Lapierre, when asked about his stove season. He then led the way to the portion of the store set aside for household goods in general where oil stoves, wagons, bicycles and other summer goods were neatly arranged. "We used a different method in our stove purchases last year. Our buying had been light, and while our showing was as varied and complete as ever, there was very little surplus in the warehouse at the rear. In other words we had what we believed our customers would want, but a repeat order filled the vacancy when the stove was delivered."

It is in selling stoves that personal calls on prospects again have in a good percentage of cases resulted in sales. A lady comes into the store to look at a stove, and it is very seldom the sale is made on the first call, but she has inspected them all and expresses delight on some certain style. Very often the money involved is the stumbling block to a quick sale of range or cooking stove, and she requires time to decide. This is rightly so, and rather than "pushing the deal" on the spot, after demonstrating it thoroughly, she is asked to call again. However, here is a good stove prospect, and in the course of a few days or a week is followed up by a personal call at the home, where in many instances the sale is closed while in most other cases it is a good stride in the right direction.

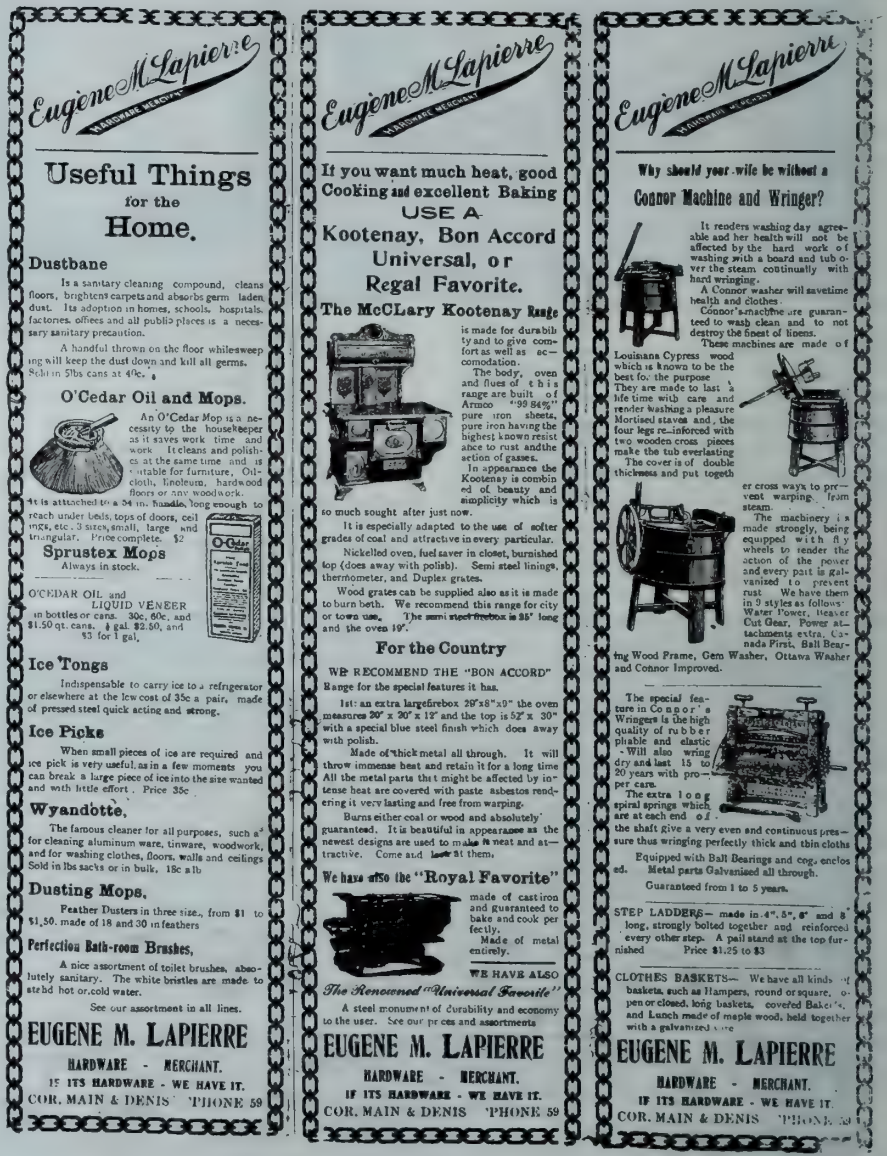
In December of each year preparations are made for the holiday festive season which always brings with it a "harvest" for the hardware dealer, and usually as extensive as the merchant has been willing to prepare for it. In the Lapierre store the preparations are on a large scale, and here again is where the stove department is converted. The floor is again cleared and takes on the appearance of a large and complete Toyland, using one whole side of the store for displaying the gifts for mother, father, sister, brother and baby.

"We go after the Christmas trade in earnest," said Mr. Lapierre. "By the use of tables down the centre of the floor where the stoves were in the Fall, a good amount of display space is obtained. At either end and in the centre of the tables, arches are formed from stove pipes and 45 deg. elbows which are ideal for forming almost a perfect half circle. These are covered with bunting, evergreens and garlands, making a very attractive appearance further improved by being illuminated at night by electric bulbs around each arch."

Next comes the arranging of the toys and other gifts. Toys form a good display, being hung on the arches, also under and on the tables, but the elder folk are not forgotten and a gift for mother can be chosen from anything in tinware to silverware and cut glass.

In the Christmas season just passed

Featuring Household Lines In Local Advertising



Some samples of advertising of Eugene M. Lapierre, Buckingham, Quebec, are shown herewith. These ads were used in full page length of the local newspaper and were each two columns wide. The first one is devoted to "Useful Things for the Home," including cleaning compounds, mops, furniture polish, ice tongs and picks, dusting mops, brushes, etc.

The second one deals with ranges and is headed "If You Want Much Heat, Good Cooking and Excellent Baking, Use a ——." Full details are given of each range.

In the other ad devoted to washing machines and wringers the heading asks the question, "Why should your wife be without a —— machine and wringer? It renders washing day agreeable and her health will not be affected by the hard work of washing with a board and tub over the steam, combined with hard wringing." Step ladders, clothes baskets and other household lines are also dealt with.

Santa Claus arrived by train two or three days ahead and was at the store where he inspected the outlay and listened to the wants of the kiddies. The announcement of his coming was widely advertised both in the windows and in the daily paper, and at the same time children were invited to write Santa Claus the presents they would like, so he might have the letters in plenty of time before Christmas Eve.

"We got lots of letters, and you would be surprised at the results this had on our Christmas trade. The kiddies do not forget to tell father or mother they have written for such and such a toy which he has at Lapierre's," concluded Mr. Lapierre.

Getting Cash In The Hardware Business

Is the Money You Are Earning Staying in the Pockets of Your Customers?—Here Is a Plan Which One Merchant Used to Improve Collections

"HOW CAN I get cash?" is the cry of many a merchant today. Farmers have extended their credit on account of the low price of farm stuffs. The result is many dealers are carrying accounts on their books ranging from $200 to $700 and books show collections in 1921 are 10 per cent, to 15 per cent. lower than in 1919.

Yes, sir! Ready cash is mighty hard to lay hands on these days.

Here is how one dealer met the problem. He writes:

"For seven years I watched my business grow on the books. But the cash drawer and the bank balance didn't seem to grow. My banker always watched my account and it was hard for me to get credit. And yet I was giving long time credits to all of my customers.

"It took me seven years to realize that the money I was earning by increasing my business was mostly in the pockets of my customers instead of in my own. I finally woke up to the fact that a balance on the books didn't mean anything. It was a balance in the bank that counted.

"I made a complete change in my business methods. Today, three-fourths of my business is strictly cash, and except in rare instances the other fourth of my trade pays up every thirty days.

Here's The Scheme

"Liberal credit had always been my policy and I couldn't revolutionize things in a minute by insisting that customers pay cash. So I offered 5 per cent. discount for cash on all purchases amounting to one dollar or more. I offered a discount of 2 per cent. on all bills which were paid on or before the 10th of the month following purchase.

"On my statements and bills I had this notice printed:

"'When we borrow money from the bank we have to pay interest. When we sell goods to you on credit it is the same as loaning you that much money. We are extending this accommodation with the understanding that you will pay promptly. If you do not pay by the tenth of the month we will charge you interest at the rate of 6 per cent.

"It wasn't long before my customers began to realize that the 5 per cent, discount for cash meant a real saving to them. To make this clear, I instructed my staff to count out the discount separately from the charge. As an

Lessons Learned from Tool Selling in 1921

A visit among hardware merchants in Quebec and other provinces indicates just how prominent a part mechanics' tools play in the daily turnover, and despite reported slackness in the building industry in 1921 it is significant that in many cases active business in tools has followed upon the exercise of stimulating measures on the part of the trade. The property owner and the housewife, too, have been encouraged to purchase tools necessary for effecting minor repairs in the household and close watch has also been kept on local building developments to get in "on the ground floor" for tool requirements of mechanics.

example, suppose a customer made a purchase amounting to $3.80 and gave the clerk a $5.00 bill. The clerk says, 'Here is your change', handing the customer $1.20. At the same time he says, 'And here is your cash discount, 5 per cent. on $3.80,' handing the customer 19 cents. In this way, people recognize the saving in paying cash. As I said before, three-fourths of my trade is now strictly cash. They like to pay cash.

Charging for Credit Brings Cash.

"Charging interest on unpaid bills is a wonderful stimulant toward prompt payment. This plan has driven the 'slow pays' away from my store but it brought more than enough 'prompt pays' to take their places.

"Last year my total business amounted to $73,640, which was a splendid increase over any preceding year. I paid out $2,500 in discounts. At first thought it might appear that these discounts would make a big hole in my net profits. But not so. I didn't have to borrow money and pay interest.

Today I Am Independent

"Best of all, I know exactly where I stand. For seven years I was hard up for cash. To-day I am under obligation to no one.

"Show your customers that by paying cash, and getting a cash discount, they are getting what belongs to them; and they are not helping to pay for goods which the deadbeat walked away with. The merchant who decides that he should change his methods, and encourage the cash buyer, should work out the details in his own way. Of one thing you may be sure, a business will never grow and be really profitable to the owner, as long as he has to borrow money to take the place of money outstanding on open accounts."

START RAILWAY EXTENSION TO JAMES BAY

Cochrane, Ont.—On a recent occasion Honorable E. C. Drury, Premier of the Province, turned the first sod on the extension of the Temiskaming and Northern Ontario Railway from Cochrane to James Bay.

A first unit will be built next year to Uno Post—a distance approximately 75 miles north of Cochrane. The line traverses a very heavily timbered section of the north with several large water powers available.

The first sod was actually turned with a nickel-plated shovel, supplied for the occasion, although the Cochrane Board of Trade also presented the Premier with a miniature silver spade suitably enscribed, the Premier insisted also on having the nickel-plated shovel, which, no doubt, appealed to his practical sense as being of more value in case of his return to Crown Hill.

How Quebec Merchants Advertise Hardware

Some samples of the advertising of hardware lines as done by retail hardware merchants in Quebec province. Samson & Filion, Quebec city, advertise a range of sporting goods including most hockey requirements, under the heading "Ideal Pastimes for everybody during Winter." Some cutlery lines are illustrated by Lisle Kittredge Hardware, Montreal. A somewhat novel style of advertising is that done by Fabion, Limited, Montreal, advertising gas stoves, pointing out that they save the price of coal, eliminate ashes and no drafts to watch, fire always ready, etc. In the other ad a personal talk is directed to the reader suggesting closer attention to the window displays. Having in mind the fact that many motorists paint their cars in the winter months, the ad by Eugene M. Lapierre, Buckingham, Que., gives some pointers on the use of various finishes.

News of Western Canada

1922 Hardware Trade Prospects In B. C.

Re-opening of Many Lumber Camps in Spring is Forecast—Industrial Stocks Lower Than at This Time Last Year

VANCOUVER, B.C. — Wholesale jobbers in the hardware trade in British Columbia are reasonably optimistic as to the outlook for trade during the coming year. The reasons given are logical and it is anticipated that while last year there was a slight increase in tonnage though at lesser value owing to lower lists, this year will record gains in both value and tonnage. The year started out with a decline of twenty per cent. on all lines of tin and enamelware and though these reductions have not yet made their appearance in advertised retail prices, they are expected shortly.

The main argument for the optimists is based on the announcement that several of the large lumber companies will open up their logging camps as soon as the snow disappears in the woods. Last year proved a record one for the industry which was kept going, however, by export orders and affected the larger concerns, chiefly. The outlook is brighter this year for the smaller companies and hardwaremen are looking for an increased volume of orders as a result of this trade. It is said that this will not affect the interior dealers to the same extent as the mountain mills have made no announcement as to opening of camps.

The letting of the contract by the Britannia Mining and Smelting Co., for the construction of the concentrator plant together with the announcement that activities at Britannia Beach, including the rebuilding of the store and its full equipment of hardware and other lines, indicates business from that quarter following the recent period of dullness.

Again, operations of the Canada Copper Co., at Copper Mountain in the Similkameen Valley and other lesser corporations means so much added trade affecting the local houses.

Doubt exists as to the operations of the canning companies but it is believed that with anything like an average run, this industry will be operated satisfactorily as the stocks at the commencement of the year are much less than a year ago.

The demand for builders' hardware has slowed up to some extent owing to the cold weather during the latter part of December and the first of this year. This let-up in orders will probably obtain until the latter part of next month when construction will again be under way.

As a whole the hardware trade is considered to be in very fair condition for the start of another year. Stocks are in good shape and accounts well in hand. Collections are inclined to the slow side but up to the average.

WESTERN CANADA NOTES

Winnipeg.—Frank Humphries, retail hardware merchant of Vanguard, Sask., is on a business trip to Winnipeg.

Tarbell's hardware store at Cumberland, B.C., narrowly escaped the fire which destroyed three retail businesses in that city.

Ald. W. R. Owen of the hardware firm of Owen and McCallum, Vancouver, B. C., some time ago announced his intention of running for the position of mayor of this city. Six others followed suit. Two, including Owen, have dropped out. Owen will run again for alderman.

Winnipeg.—G. V. Thompson, George Cunningham and George A. Jamieson of the J. H. Ashdown Hardware Company, Limited, Edmonton Branch, are attending the annual sales convention, also S. J. Lewis, Edmonton, A. McCallum, Medicine Hat and S. E. Levett, Saskatoon.

Winnipeg.—In a recent interview H. B. Dale, sales manager Winnipeg Paint & Glass Co., states that on visits to the trade in Western Canada the retail hardware merchants have led him to believe that they would prefer to have screen wire cloth invoiced to them at prices per lineal yard instead of per 100 sq. ft., inasmuch as their selling price is made out in the former manner and this firm will in future unless otherwise instructed make their screen wire cloth charges read per lineal yard.

A. L. Teetzel of Macpherson and Teetzel, wholesale hardware and stove jobbers, was one of the nominees for the school board in Vancouver at the forthcoming elections. While his nomination papers were filed, irregularities were discovered to the regret of the members of the Kiwanis Club of which organization he has just retired as president, following a year of office.

DEATH OF J. F. HENDERSON

Winnipeg.—The death is announced of J. F. Henderson, who for some years had been associated with the hardware trade in various parts of Canada, and latterly with Wood, Vallance, Ltd. Mr. Henderson commenced the hardware business with Lewis Bros., Ltd., Montreal, assuming the management of the heavy hardware department. He arrived in Winnipeg in 1904 and represented Miller-Morse Ltd., as salesman in Eastern Saskatchewan, resigning to accept the management of a hardware store at Manor, Sask. Since 1908 he has been associated with Wood, Vallance, Ltd.

J. H. ASHDOWN HARDWARE CONVENTION

Winnipeg.—Much interest was taken by the sales staff of the J. H. Ashdown Hardware Co., Ltd., in the 1922 convention just concluded. A variety of subjects were dealt with during the meetings which extended over a week and much benefit resulted from the discussion of topics of vital interest to the salesman.

The opening address was given by J. H. Ashdown following which Mr. Russell spoke on Ratchet Can Openers. In the afternoon session of the first day a visit was paid to the plant of the Martin Senour Co., and a talk was given on Diamond "A" paint. On the second day oil stoves were discussed and pictures shown by lantern describing the development of cooking utensils. This was given by Messrs. Clarke and Kennedy. In the afternoon new tints in interior wall finishes, screen doors and refrigerators were discussed under the guidance of Mr. Haney. The subject of "Sales through Service" was dealt with by L. R. Baker, manager Burgess Batteries Ltd.

Subjects discussed on the following day included, gas lamps and lanterns by E. D. Rauck, automobile springs by Mr. Welton and a visit to the plant of the Gregg Mfg., Co. The plumbing and heating department was discused by Mr. Shannon. Guns and wrenches were discussed by Messrs. Prescott and Robinson. Auto acessories and sporting goods by Mr. Maitland, shelf goods and other lines by Mr. Hutchinson; stoves, ranges and heaters by Mr. Fisher, Credits and collections by Mr. Pigott. The convention was concluded with an address by A. E. Dykes, general manager, giving a comprehensive survey of matters affecting business.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Busines Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

SATURDAY, JANUARY 14, 1922

1922 SHOULD be the greatest paint and varnish year in the history of Canada, so far as retail hardware sales are concerned. Business may be harder to get this year but it is available for those who will go after it in a big way.

A MERCHANT who carries good goods and sells them at a price which carries a fair and reasonable profit stands a much better hance of winning out than the man who is always trying to put over stunt sales on cheap goods.

THE SALE of household hardware, including enamelware, tinware, aluminumware, electrical goods, woodenware and dozens of other lines, has grown tremendously during recent years. In many hardware stores, household hardware has become one of the most important profit makers. Rapid turnovers on a reasonable investment are quite possible.

HERBERT N. CASSON briefly stated that if cheapness were so important, there would soon be nothing left but peddlers and post cards. Quality in the end conquers cheapness. The best goods demand a good price, and while some shops may hold the public for a time, by pretending to combine high quality and low price, in the long run they are found out. During the past two years a great deal of trash has been eliminated from our markets, we hope, never to return. The Canadian people are willing to pay a fair price for a good article.

THE COMING convention of the Ontario Retail Hardware Association to be held in Hamilton, Ont., on February 14, 15, 16 and 17, should be attended by every retail hardware merchant who can make necessary arrangements. A brief holiday from the daily routine will prove beneficial and the information to be disseminated by the speakers and members in convention will prove very helpful. Too much information cannot be secured in order to successfully meet the problems of the retail hardware trade of to-day, and it would indeed be a short-sighted policy which did not provide opportunity for going fully into matters of retail importance when occasion demands. The four days' convention in Hamilton will be four days well spent for any and every retail hardware merchant.

Encourage Harmonious Relations

IT IS WITH the idea of bringing about a closer understanding of industrial and retail problems that Hardware and Metal publishes in this issue considerable editorial data outlining the resources and activities of the Province of Quebec. No doubt there are many retailers in other parts of Canada as well as in Quebec who are not fully acquainted with the importance of the latter province and the figures showing the extent of the resources of the forests, mines, agriculture, etc., in that province, will be of interest. Furthermore there will be found in this issue articles setting forth the progressive selling methods adopted by Quebec retail hardware merchants.

These are days when co-operative effort is required to successfully meet the problems of the day. As one prominent retailer said in a recent interview with Hardware and Metal "no one trade factor can stand by itself to-day and successfully conduct business; each is dependent upon the other and only by co-operating can best results be achieved."

Extending this idea to the whole of Canada it is apparent that the best results will be secured by having a thorough understanding among business men of the problems of all the provinces. Only by such development will be brought about that harmony and unity of action which is necessary to progress.

Lights On Vehicles

WHAT THE sunken log is to navigation, the unlighted vehicle is to traffic at night. Hence the City of Toronto voted with a large majority for a by-law compelling all vehicles which use the road to carry lights after dark. Action is under way to extend this idea throughout the province of Ontario and other provinces. To date all such action in Ontario has been fruitless for various reasons but the overwhelming majority given the idea by Toronto voters shows where popular sympathy lies and other governing bodies may be influenced to some extent thereby. Lights on all vehicles provide an important safeguard against many of the accidents which now happen on the highways, and the significant fact is that the need is even greater in the country districts than in the city where all streets are well lighted, and yet the plan apparently gets more support in the city than the rural district. This would seem to indicate that many have the impression that it is burdensome legislation designed to penalize a certain class. This is not the case; on the other hand it is protective legislation which well repays any attention it requires. As such it should have the support of those whom it is going to benefit, including the retail merchant whose delivery wagons are subject to accident from not being lighted after dark. A big field will also be opened up for the retail hardware merchant in connection with the sale of lamps and care should be taken to see that lamps stocked are of the variety which will comply with the regulations, which will give good service and which will meet the particular needs of the community.

The lighting of all vehicles after dark is a progressive measure which has been proved of value in some of the older countries and national sanction should be given the plan in the interests of safeguarding those who use the highways.

Some Changes Needed

THE NEW government ot Ottawa is already giving attention to various regulations enforced by the late administration, and about which there has been much controversy. Two of these regulations, one concerning the marking of imported goods and the other concerning the valuation of goods imported from foreign countries at not less than 50% of the normal value of the country from which the goods have come, have a definite effect upon merchandising and as such the retail merchant is interested in seeing that any obstruction made effective by the government is minimized as much as possible.

As was to be expected there has developed a cross current of sentiment as between importers and manufacturers, the latter favoring the retention of the measures and the former oppposing them. It would appear to be a question of thoroughly sizing up the advantages and then establishing whether or not they outweigh the disadvantages. The view-

point of the hardware trade on the Marking regulations has been outlined fully in recent issues of Hardware and Metal, but the regulation governing depreciated currency is somewhat more involved. No doubt the latter would be an influence in preventing the "dumping" on this market of goods from European and other countries whose currency is much below normal value. Otherwise this would be very unfair competition for Canadian manufacturers, and the present "dumping" laws in effect in Canada are said to be inadequate protection against this situation. In some cases cheap goods from certain European countries are coming into Canada via the United States to escape this regulation, but in doing so they are forced to bear two customs imposts which makes the price in Canada almost prohibitive. Some governmental ministers are said to be opposed to the principle of declariing foreign money at fifty per cent. of normal value on invoices when in reality it is considerably below that.

With so much protest being made to these regulations the question of a suitable and adequate alternative must be considered. Already some of the protective provisions constituted by the last Minister of Finance have become non-effective through the gradual adjustment of the exchange situation. One of these, for instance, provided that duties should be charged not only upon imports, but upon exchange. Another provided that U. S. exporters could not absorb the exchange on behalf of Canadian importers to a greater degree than five per cent. It is evident therefore that changed circumstances increase the necessity of a thorough investigation of the subject in order that as little impediment as possible may be placed upon the channels of trade.

Do Your Men "Yes" You?

B. C. FORBES in a recent editorial dealt with the very unfortunate condition which exists in many organizations. He told how James B. McMahon, then general manager of the company making Gold Dust, demanded to know from John Lee Mahin, the noted expert who was then handling the company's advertising, "What's the matter with our advertising in Ohio?" Mr. Mahin replied that nothing was the matter with it. "There must be," snapped Mr. McMahon. "The proof is that our sales in that state have fallen off badly." Mr. Mahin said he would try to locate the reason, but that he knew the handling of the advertising was not to blame. And he forthwith proceeded to make exhaustive investigation of competitive conditions and so forth in Ohio. After gathering, compiling, and analyzing a mountain of data, Mr. Mahin notified the general manager that he was ready to take up the matter with him.

On a day named by Mr. McMahon, Mr. Mahin arrived with his data. Without examining it Mr. McMahon said, "Sit here while I call in our Ohio salesmen." Eight men trooped in. He asked them what the trouble was, and there was remarkable unanimity among them as to the cause. Then, Mr. McMahon began to address them. Before he got through he had them all assenting that the cause was something totally different from what they had declared—all except one salesman who ventured to disagree with the boss and insisted that in his opinion the trouble was what he had originally outlined. "That's all!" snapped Mr. McMahon, as he dismissed the salesmen.

Turning to Mr. Mahin, he said: "We don't need to go any further to find the trouble, eight so-called salesmen and only one man in the whole lot."

Are you executives quite sure that a lot of your people don't think it wisest to "Yes" you? And are you quite sure that you don't encourage them to agree with you rather than speak straight up to you when they think you are wrong?

There is a suggestion here, too, for those who weakly and meekly "Yes" the boss.

"Yes-ing" pays nobody in the end.

Courage

THE WORD of command given by an officer to his men is not to be questioned. It is to be obeyed. The men must go forward at the command into the situations from which they might flee if controlled by individual choice.

We speak of this because no quality is more essential now in handling credit than courage such as will stand up against criticism and against all unfair attacks and will not shrink when duty points the way.

At a time when business runs low, pressure is exerted upon merchants to grant special concessions. Here courage is required. If it is not right to grant a credit on the evidence obtained or submitted, then no amount of pressure should be allowed to alter the decision and cause undue chances to be taken.

We are seeing too many cases of real cowardice in the granting of credit in some lines of business; too many instances where the judgment of the merchant has been hasty, due to pressure.

It is bettetr to yield up a position than to yield up conscience and sound principles should guide the granting of credit, for only thus shall legitimate merchandising be defended and the honorable and efficient merchant protected against the unfair competition of the dishonest and incompetent.

HERE WE ARE AGAIN

On our way to the Seventeenth Annual Convention and Hardware Exhibition of the

Ontario Retail Hardware Association

to be held in Hamilton on

February 14, 15, 16, 17.

Keep these dates open and be sure and meet us there

Events in the Trade

BUSINESS CHANGES

F. C. McMaster, Brighton, Ont., has sold his hardware business to W. J. Gartshore of Sudbury, who is now taking stock.

Montreal, P. Demers & Fils, hardware, have dissolved.

FIRE LOSS

Fredericton, N.B.—The foundry plant of McLean, Holt & Co. was damaged to the extent of $20,000 by fire. The moulding shop suffered most, and the Glenwood stove patterns are believed to have been destroyed along with other patterns. J. L. McAvity states the damage was covered by insurance.

OBITUARY

The death occurred in Montreal of Thomas C. Gillies, manager of the Shell Company of Canada plant at Longue Pointe. During the war, Mr. Gillies, as manager of the Company, was engaged with the British Government in supplying fuel oil for the transports and other war vessels from Canadian ports, in which service he gained credit both for himself and the company.

The death is announced in Toronto of John O'Neill, M.P.P. for Southeast Toronto, who among his many industrial interests was head of the Toronto Laundry Machine Co., and the Union Iron and Metal Co., Toronto.

PERSONAL

D. Potter, Manager, The Consumer's Cordage Co., Toronto, Ont., has been confined to his home for the past three weeks through sickness.

W. S. Fallis, vice-president and managing director, Sherwin-Williams Co. of Canada, is now visiting offices of the company throughout the Western Provinces, and will be away from Montreal for the balance of the month.

J. G. Lewis, vice-president, Lewis Brothers, left last week for Aiken, South Carolina, and will be away for the remainder of the month.

The staff of the American Can Co., held their annual banquet on Thursday evening, January 5. E. L. Bell, general manager, presided and reviewed the year's business, followed by short speeches from other executives.

G. L. Cohoon, who has represented the Wilder-Pike Thermometer Co., Inc., Troy, N. Y., in Eastern provinces has now been appointed sole Canadian representative.

S. J. Rutherford, President Toronto Plate Glass Importing Co., Ltd., has been absent from his office this week through sickness.

T. B. Shilling of Blenheim, Ont., who was very painfully injured by falling through an open cellar door in the rear of his store is making good progress toward recovery.

ANNUAL CONVENTION C. M. A.

St. John, N. B.—Tentative arrangements have been made to hold the annual convention of the Canadian Manufacturers' Association beginning June 20, at St. Andrew's by the Sea, G. R. Thompson, secretary of the Maritime branch of that organization announced. He said after the meetings it was proposed to make a trip to this city, thence by boat to Digby, N. S., by train to Yarmouth and Halifax, and back by way of Moncton.

SYDNEY MILLS RESUME

Sydney, N.S.—The rod mill at the Sydney Steel plant has re-opened, also the wire mill, E. P. Merrill, general manager of the Dominion Steel Corporation, announces.

The nail mill and wire fence department are included in the order. Apart from the fact that the re-opened mills will employ 150 additonal men, the action of the company is taken locally as a sign of increasing activity in the steel business. The plant has been running on an average of three days a week here for the past year.

STEEL CO. AND WESTINGHOUSE EMPLOYEES PRESENT PLAYLET

"Watch Your Step" would be an apt title for a novel entertainment to be presented in Toronto on the afternoon and evening of Saturday, January 14. This entertainment, which is "safety first" propaganda in its most attractive wrapper, is being given under the auspices of the Ontario Safety League, and admission is free.

Employees of the Steel Company of Canada, the International Harvester Co., and the Canadian Westinghouse Co., will present a playlet in three scenes, entitled "Fixing the Responsibility for an Accident." This sketch was first produced at the National Safety Council's Milwaukee convention two years ago, and repeated before a large Hamilton audience recently.

STEEL CO. OF CANADA CONVENTION

The annual convention of the Steel Co., of Canada Ltd., was held on Wednesday, Thursday and Friday of this week at the Head Offices in Hamilton, Ont. All sales' representatives from coast to coast attended the gathering.

HAMILTON INDUSTRY RESUMES

Hamilton, Ont.—Aomng the plants resuming operations is the Burlington Steel Company. H. V. Hamilton, the manager, announced that it would operate for the rest of the month at about fifty per cent. capacity. Over one hundred men have been given employment there.

NEW PLANT FOR WINDSOR

Windsor.—This city is assured the construction of another plant by a United States firm. Dodd and Strothers, manufacturers of copper cable, etc., have arranged for the early erection of a modern plant, the location for which has already been selected. Former Canadian headquarters for the company was at Sherbrooke, Quebec, but in view of the fast growing importance of this district, the company opened a small branch in Walkerville in 1916. Increased Canadian business has decided the company that a larger plant is needed.

BRENNER TRIAL ON FEB. 6

The trial of Meyer and Nathan Brenner, officials of the defunct firm of N. Brenner & Co., Toronto, metal dealers, and of G. I. Blackford, bookkeeper, on a charge of defrauding the firm of considerable money, will open in Toronto on February 6. Details of this firm's failure were outlined previously in Hardware and Metal.

MEETS WITH ACCIDENT

London, Ont.—While on his way to this city on business William D. Yelf, hardware merchant at Ailsa Craig had a narrow escape when a passenger train crashed into his motor truck at a crossing at Ilderton. The truck was badly smashed and Mr. Yelf and his two daughters Ethel and Annie were thrown out. Mr. Yelf has his face badly cut and sustained severe bruises but examination proved that no bones were broken and that he had no internal injuries. The young women suffered mostly from shock.

APPOINT CANADIAN AGENTS

At the beginning of this year the Dominion Cartridge Co. Ltd., Montreal, was appointed exclusive Canadian sales agent for the Marlin Firearms Corp., New Haven, Conn.

WILL WANT HARDWARE

London, Ont.—The city of London, Ont., will shortly be in the market for a large quantity of supplies in which various manufacturers dealing with the hardware trade are interested. Among the items on which prices will be asked are 20,000 barrels of Portland cement, 200 tons of iron castings, for manhole coverings and gulley grates for sewers, 1,500 tons of refined asphalt and 150,000 gallons of road oil.

GALT PLANNING TO HOLD ELECTRICAL EXHIBITION

Galt, Ont.—Following the success of the recent Made-in-Galt show, the Public Utilities Commission announces that it has decided to hold an electric exhibition here next May, by which it is expected Galt's new utilities building will be completed and in use.

CLERKS MAY BRING HYDRO EXPERT

St. John, N. B.—H. D. Sullivan, president of the St. John Hardware Clerks' Association, states that the executive is considering bringing down a hydro expert, who will compare conditions here with those in various cities using hydro-electric current. The Hardware Clerks' Association has been very active in securing much valuable data, showing that with the proper method of distribution the consumer should receive a very substantial reduction in lighting and power charges.

Mr. Sullivan said that the expense of a survey would be borne partly by the association and partly by citizens who were demanding big reductions in light and power rates.

TORONTO MERCHANTS' ORGANIZATION MEETING TO BE HELD JANUARY 25

The retail hardware and paint dealers of Toronto will be the guests of the Paint, Oil & Varnish Club of Toronto at a dinner to be held Wednesday evening, January 25. Place of meeting to be announced later. The proposal is to form a Toronto retail hardware and paint dealers' organization or club for retailers. The Toronto Paint & Varnish Club which will act as hosts will open the meeting and then turn it over to hardware retailers, to enable the latter to arrange a tentative organization. A subsequent meeting will be held for the organization purposes and for drafting up a constitution, electing officers, etc.

Preparing Bill on Gasoline Tax

The Ontario Legislature will be asked to deal with a gasoline tax proposal at the coming session as outlined in a previous issue of Hardware & Metal. The impost suggested is that of one cent per gallon, the same as is in force in many of the States of the American Union.

Since the last announcement of an investigation regarding a gas tax by the Department of Highways, it is stated at the Parliament Buildings that interested opinion of such an overwhelmingly favorable nature has been secured as to warrant the drafting of legislation along that line. All the details have not been worked out for inclusion in the bill as yet, but it is probable that the proposal will be to collect the one cent per gallon tax at the gas stations, the motorist paying the gasoline vendor and the Government checking up and collecting from him.

The legal difficulty—that of the right or the jurisdiction of a Provincial Government to impose such a levy—has partially been cleared away, in the opinion of the department. It becomes merely a question of how to collect the tax without infringing upon the Federal Government's preserves.

The revenue from the tax, it is proposed, will be funded to meet Provincial road construction and maintenance costs.

ELECTRICAL FIELD MAY DEVELOP IN MARITIMES

St. John, N. B.—A fair volume of business was transacted in St. John during the Christmas season. The volume of business was partly due to the fact that prices were lower, and the buyers made smaller purchases. In some instances, the number of customers served was greater than last year, but the amount of their individual purchases was smaller. Buying did not start to any extent until a week or ten days before Christmas, but the stores were thronged with onlookers, for many days previous. Abundance of snow and ice boosted the sale of sleds, framers and skates. Silverware also sold well. The toy business was good so far as the lower priced articles were concerned, higher priced toys being slow sellers. There is a possibility of a big boom in electrical goods and appliances should the citizens receive cheap power from the recently built Hydro plant, now offering current to the municipality.

W. Walker & Son, Ltd., To Run Wholesale Business Only

Have Disposed of Retail End of Business—Some Additions Made to Warehouse—Some New Officials Appointed

ACCORDING to A. W. Walker, vice-president and general manager of Walker & Son, Ltd., Alcorn Ave., Toronto, the company has disposed of the retail end of its business to the North Toronto Hardware Company and the firm of Walker & Son, Ltd., will be conducted as a wholesale house, without any connection with the former retail business.

Vice-president A. W. Walker

The company has recently completed several additions to its warehouse, with modern shipping and storage facilities. Mr. Walker states that the company now has a staff of thirty-five including eight travelers.

Recent appointments in the Walker organization are W. A. Shaw as assistant manager, and O. C. James as sales manager, both of whom have had many years' hardware experience.

In addition to carrying a general line of shelf and heavy hardware, Mr. Walker states that the company will also push the sale of several brands under its own registered trade-marks in addition to acting as distributors for several Canadian, United States and British manufacturers. Mr. Walker states that the recent addition to their warehouse now gives them approximately 32,600 sq. ft. of floor space and that the company has four large motor trucks for delivering purposes and eight motor cars used by travelers.

Bigger Paint Sales

Will Flow To You

When you are stocked with Paint and Varnish products that the paint buying public have confidence in, when the line you carry is complete enough to meet every requirement of your trade, when behind that line is a widespread campaign of consumer advertising—then you can confidently anticipate bigger sales and better profits in your paint department.

The CANADA PAINT line offers you just such a selling combination. For the Canada Paint line is complete—Paints, Varnishes, Stains, Enamels, Insecticides—a quality product for every purpose, products known for over 50 years to the Canadian paint buying public as the best that science and manufacturing skill can produce.

CANADA'S FAVORITE

Bigger Paint Sales

If intercsted tear out this page and place with letters to be answered.

The Canada Paint agency will connect you with this easy-selling and money-making line. Our Montreal office will mail you full particulars on request, together with copy of an interesting booklet entitled, **"Paint and Varnish as a Profitable Investment for a Merchant."**

Write to-day and prove to your own satisfaction the big possibilities of this attractive agency offer.

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THE CANADA PAINT CO.

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Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO WINNIPEG CALGARY HALIFAX VANCOUVER

If interested tear out this page and place with letters to be answered.

News of Canada's Trade

Interesting Figures of Canadian Imports and Exports, Dealing Particularly With Hardware and Kindred Lines

AN improvement in the proportion of exports to imports was noted in figures of Canadian trade for twelve months ending September 1921. These showed imports in 1921 valued at $905,878,056 compared with $1,325,779,894 for the previous year, while exports for 1921 amounted to $976,060,660 compared with $1,208,919,175 for 1920. Seventy-one per cent of the Canadian imports came from the United States and 15 per cent. from Britain. These percentages compare with 69 per cent. from U.S. in 1920 and 16% from Britain. Canadian exports to U.S. in 1921 were 43 per cent. and to Britain 29%. In 1920 exports to U. S. were 42% and Britain 31%.

Imports to Canada of iron in the year ending Sept. 1921 from U.S. were valued at $150,956,378, non-ferrous metals $32,128,856.

Shipments of petroleum from The Tampico (Mexican) oil fields in October reached a total of 16,052,589 bbls. of 42 gals. each, a decrease of a million barrels from September due to restricted market and salt-water inroads in southern fields. Recent shipments represent largly oil taken from storage which was accumulated during July and August when shipments were cut to about two-thirds because of export taxes. Such storage stocks are said to be about exhausted and exportations in future months will more nearly parallel actual production.

In the month of October shipments of 251,872 bbls. of oil were made from Port Lobos, Mexico, to Canada.

Iron and Steel from U. S.

Production of all kinds of finished rolled iron and steel in the U. S. during 1920 amounted to 32,347,863 gross tons of which nearly 15 per cent. was exported, a large portion coming to Canada.

Importance of Canada's Linseed Oil Industry

Three Mills in Montreal Crush Over One And One Quarter Million Bushels of Flaxseed Annually—Oil Output Ranges From 250 to 280 Bbls. Per Day.

THE crushing of flaxseed for oil is an industry of vast proportions in the province of Quebec, and should not be overlooked in the list of important industries, not only in Quebec, but in the Dominion as a whole. To manufacture a product that is all important in the making of various staple commodities from the flax seed is the duty of the crushers. Producing linseed oil means more than pressing the seed by large crushers in the various mills throughout the country, the industry really commencing in the fields where the successful growing of flax must first be considered. This cannot be accomplished in all countries, but fortunately Canada is able to furnish her domestic markets, and supply other outside demand. Seed transportation is the next factor that adds to the importance of the industry and flaxseed is one of the chief grains furnishing cargoes from North-western Canada to the Eastern provinces. Both rail and steamship are employed, and the steamship lines of the Great Lakes transport most of the seed from the head of the lakes. When the eastern ports are reached, the question of storage must be considered and flax seed occupies no small space in the large elevators at the different harbors in most months of the year.

Montreal's importance as a centre in this industry lies in the fact that three large crushing mills are here located; Dominion Linseed Oil Co. Ltd., Canada Linseed Oil Mills Ltd., and the Sherwin-Williams Co. of Canada, Limited. The output of the three mills is from 250 to 280 barrels of linseed oil per day. This represents the crushing of from 5,000 to 6,000 bushels of flaxseed per day, or over one and one-quarter million bushels per year.

Apart from the export trade, which now shows signs of development, the total output from these sources is shipped on territory east of Kingston, Ont., and it is safe to say that a large percentage is consumed within the limits of Montreal. Paint and varnish manufacture, coupled with the large demands of oilcloth and linoleum manufacturers might be stated as one of the chief reasons why Montreal is an important factor in the oil industry, one of the basic ingredients in the products of both industries being linseed oil. With this large home consumption, and prospects of an export business being developed in territories now being covered by American interests, Montreal should

(Continued on page 108)

Twenty Years Ago

Following items are reprinted from Hardware and Metal of January 11, 1902:

"The death is announced of one of the best-known hardwaremen in Canada in the person of Henry George Rutledge, who was for many years buyer for M. & L. Samuel, Benjamin & Co., retiring from that position a couple of years ago when that firm sold out the hardware branch of its business and confined itself to metals."

"The Canada Paint Co., Ltd., record with deep sorrow the death of their esteemed representative, Mr. Gabriel Crawford, at St. John, N.B. His name was a household word throughout the Maritime Provinces and the Dominion Travellers' Association of Montreal lose an active worker and friend. Robert Munro, manager of the company, attended the funeral."

"By the death of the late Walter S. Lee, Toronto loses a good citizen. A. B. Lee, president of Rice Lewis & Son, Ltd., is a brother of the deceased."

"R. A. Baines, manufacturers' agent, has removed from 39 Scott Street to 124 Bay Street, Toronto. He has taken C. R. Peckover into partnership under the style Baines & Peckover. The firm will carry a larger stock of the lines it handles, with the addition of wood screws which are made by the Chalcraft Screw Co., Brantford, Ont."

"E. H. Cooper, who during the last 18 months has been a member of the editorial staff of Hardware and Metal in Montreal, has severed his connection with this paper to assume the secretaryship of the Montreal branch of the Canadian Manufacturers' Association."

"The firm of Lamplough & McNaughton, Montreal, has been dissolved and a new partnership registered. The business will be carried on as in the past by F. W. Lamplough and J. P. McNaughton under the same name as agents for Theile & Quack, Hamburg, and other European manufacturers."

"At the eighth annual meeting of the St. John Iron and Hardware Association the following officers were elected: President, S. Hayward; Vice-President, P. McMichael; Secretary-Treasurer, J. J. Barry; directors, W. H. Thorne, T. McAvity, R. B. Emerson."

"C. F. Grover, who has travelled in Western Ontario for H. S. Howland, Sons & Co. for some years, has accepted a position with the Dominion Wire Mfg. Co., Ltd., Toronto, and will represent that firm in Western Ontario."

"Winnipeg's first paint factory is in operation. The G. F. Stephens Co., Ltd., have built one at the rear of their wholesale warehouses and it is now in working order."

Big Program for O.R.H.A. Convention

Many Important Subjects And Able Speakers For Seventeenth Annual Convention

THE program for the seventeenth annual convention of the Ontario Retail Hardware Association is not yet complete, but a glance over the list of subjects and speakers already secured, as outlined on this page, indicates that a very interesting and highly instructive group of sessions will be held in Hamilton on February 14, 15, 16 and 17. The sessions will be held at the Royal Connaught Hotel and the exhibition will be held at the Armouries. The latter promises to be even more comprehensive than last year and some new features have been added, including the use of buyers' cards. Every buyer will be furnished with a card which he will present when making a purchase and a note of the name of exhibitor and approximate value of purchase will be entered. Cash and other awards will be made to buyers in two ways: (a) several graded awards to buyers of the largest aggregate purchases, (b) several graded awards to dealers who buy from the largest number of exhibitors. All cards to be turned in to the secretary at conclusion of the convention.

Perhaps the best indication of what the hardware merchants may expect at this year's convention is given in the message to the trade from President Nelson Mills as follows:—

The coming Convention in February at Hamilton, promises to be the most important ever held in our history.

Men! I urge you to lay aside your business cares and join us there.

The Association never was so valuable as it is at the present time, and a few days spent at the Convention will be handsomely repaid in learning what the other fellow has to say. You owe it to yourself. You owe it to your business. You owe it to the Association. Come prepared to do your part as the situation may require in the many important questions and topics which are sure to be presented. You will have the privilege of listening to talented speakers, men of ability, men of authority, men who have accomplished something

(Continued on page 108)

Program of 17th Annual Convention Ontario Retail Hardware Ass'n

February 14, 15, 16, 17th 1922, at Hamilton, Ont.

TUESDAY, FEBRUARY 14TH.

Royal Connaught Hotel.

8.30 a.m.—Secretary's office, located on mezzanine floor, open for registration of members and guests, distribution of badges and general information.

9.45 a.m.—Convention Hall on mezzanine floor, community singing.

10.00 a.m. (promptly)—Opening session, President Nelson Mills presiding.

Song, "God Save the King."

Invocation, Rev. Dr. W. H. Sedgewick, minister Central Presbyterian Church, Hamilton.

Annual Address, President Mills.

Civic welcome, Mayor of Hamilton.

10.30 a.m.—Question Box, Ed. Wanless, Chatham, presiding.

Special topics for the day, questions 1 to 5, inclusive.

11.00 a.m.—The maintenance of established resale prices on well advertised products, H. J. Haire, The Alabastine Co., Paris.

11.30 a.m.—How dealers may successfully advertise, L. R. Green, advertising manager Tucketts, Limited.

12.00 a.m.—Appointment of convention committees and introduction of new business by members.

12.30 p.m.—Adjournment.

1.00 p.m.—Opening of hardware exhibition at the Armouries, John St. North. Hours. 1 to 10 o'clock.

During the afternon, only merchants and ladies accompanying them will be admitted to the exhibition. These hours every day are reserved for business intercourse between exhibitors and those why buy to resell or use the products exhibited.

Members and their ladies require no admission tickets, their badges are credentials at all hours.

Non-members and other buyers will be provided with "Merchant Tickets" by exhibitors and by secretary.

7.00 p.m.—Exhibition open to the public. Children unaccompanied by parents not admitted. Music provided both afternoon and evening.

10.00 p.m.—Closing hour.

WEDNESDAY, FEBRUARY 15TH.

8.30 a.m.—Secretary's office open on mezzanine floor of hotel.

9.15 a.m.—Community singing.

9.30 a.m. (promptly)—Convention Hall, Question Box, George E. May, Toronto, presiding. Topics for the day, Questions 7 to 12 inclusive.

10.30 a.m.—Reports of officers and committees. Treasurer's report; Secretary's report; Auditors' report.

11.00 a.m.—The banker and the retailer, J. P. Bell, General manager Bank of Hamilton.

11.30 a.m.—Hardware mutual fire insurance, C. L. Clarke, Winnipeg, Canadian manager, Canadian Hardware & Implement Underwriters.

12 30 a.m.—Adjournment.

1.00 p.m.—Hardware exhibition at the Armouries. Afternoon for buyers and representatives of business houses. Evening open to the public.

7.00 p.m.—Association banquet for ladies and men, Royal Connaught Hotel. Tickets, $2.50 each. John D. Wells, Buffalo, managing editor "Buffalo Times", will speak at the banquet. Subject, "Whoa," (full of wit and humor.)

Tickets should be secured at secretary's desk not later than Wednesday noon, if possible.

THURSDAY, FERUARY 16TH.

9.15 a.m.—Convention Hall, Community singing.

9.30 a.m. (promptly)—Question Box, H. N. Joy, West Toronto, presiding. Topics for the day, Questions 12 to 18, inclusive.

10.00 a.m.—"Save the Surface" campaign and how to hook up with it, representative of campaign committee.

10.30 a.m.—Economics as applied to every day business.

11 a.m.—Business conditions and prospects—Our joint responsibility in building up and maintaining Canadian prosperity, Representatives of Canadian Manufacturers' Association and Thos. Birkett, president Wholesale Hardware Association.

12.00 a.m.—The association price book, introduced by secretary. Open discussion by members.

12.30 p.m.—Adjournment.

1.00 p.m. to 6.00 p.m.—Hardware exhibition at Armouries open to buyers and dealers.

6.30 p.m.—Complimentary banquet tendered by the Hardware Manufacturers of Hamilton.

7.00 to 10.00 p.m.—Exhibiton open to the public

FRIDAY, FEBRUARY 17th.

9.15—a.m.—Convention Hall Community Singing.

9.30 a.m.—Question box Topics for the day. Balance of Questions.

10.00 a.m.—Rrports of Committees.

Resolutions.

Nomination of Officers.

Election of Officers.

Unfinished business.

10.30 a.m.—Visit new factory of Libbey Owens Sheet Glass Co.

1.00 p.m.—Visit hardware Exhibition, finish buying and file buyer's cards with the Secretary at booth No. 99 or else mail it to him at Prescott, Ont.

QUESTION BOX DISCUSSION

1. How closely should we follow declining markets in adjusting our selling prices?
2. Are the Jobbers as prompt as they should be in meeting the declining market?
3. What shall we do with wage question as the high living costs decline.
4. How can the cost of doing business be cut, and maintain service.
5. What new lines did you add during 1921, that have proved profitable?
6. How many dealers present, pay a bonus on sales by Clerks?
7. Could not active steps be taken by this Association to prevent Wholesalers from doing a Retail business?
8. What is the best way to get results from advertising folders etc., as furnished by manufacturers?
9. How much should a dealer pay for goods he takes out of stock for his own use?
10. What should properly be included in over-head Expenses?
11. What is the average wage paid, Clerks, Tinsmiths, Plumbers? Have any reduced wages yet?
12. Has anyone definite information regarding workshop in connection with store? Does it pay?
13. What is the best way to handle slow accounts without offending customers?
14. What is the average percentage of loss on credit accounts?
15. Have any members successfully turned a credit business into a cash business? How was it done?
16. In changing credit to cash business would it be advisable to allow monthly accounts to telephone customers, and to customers who are building or painting?
17. How do you proceed to collect tough accounts?
18. What experience have dealers present had in handling auto supplies, tires, etc., in a small town? Do they find it profitable, or is most of the business going to garages. If Hardware dealers get bulk of the business, how do they do it?
19. What are the advantages or disadvantages of marking selling prices in private code?
20. Why are cheap platform scales still, many times the pre-war price?

F. E. MUTTON.

Salesmanship Now Being Subjected to the Acid Test

Many men have wisdom but don't know how to apply it—Industrial Activity directly dependent upon salesmen's efficiency—No use waiting for something to turn up."

By F. E. MUTTON
President and General Manager International Business Machines Co., Ltd.

ONE of the major problems facing sales managers today is building up an efficient sales force to secure orders. Sales organizations are being subjected to the acid test; some of them will fail to survive that test. We have passed through four or five years recently when men who were called salesmen did not have to sell at all; they became very soft in their ideas of work, yet they made wonderful sales records. Now times have changed; order-takers are of no use now.

We have seventy-two salesmen in our Canadian organization, we reach from one ocean to the other, and have offices and service stations in all cities and large towns.

Get Down To Hard Work

It has occurred to me during the last six months to a year, carrying our share of worry as to business conditions, that there are many men who have got a lot of wisdom but do not know how to apply it. They do not realize the vital application of it, and that is the hardest kind of work. Especially for salesmen who have had five years of easy going, it is hard to realize that they have got to get down to hard work or they will not stay in a sales organization very long.

Of course I recognize that a sales organization selling a specialty like Time Recorders or Scales is different from one selling a standard article, however. I believe the same fundamental principles apply, and that this matter of selecting and training salesmen is the most important factor facing executives of any concern to-day. It is the salesmen that keep the factory chimney smoking, and the amount of smoke depends on the efficiency of the sales-organization, absolutely.

The New Conditions

The quicker we all realize that prosperity depends on the action of our own self-starter the better. A good many people are just waiting for something to turn up, even sales managers. To my mind there is nothing "going to happen" until you make it. Instead of the men going out on the 9 o'clock train they will have to go on the 7 o'clock if they are to succeed, and instead of coming in Thursday night or Friday noon, they will come in Saturday morning—if they are lucky. Those are the new conditions that we are facing.

I want to convey this idea; it is not necessary to tell most men these things. it is necessary to "sell" them. In our organization we never tell a salesman to do something We "sell" the proposition. That is the only way to get the proper co-operation and spirit. The art of selling is the art of buying. What do I mean?—well, the amount you sell depends on the amount of confidence you can buy, the respect you can buy from the prospective customer.

"Prosperity depends on the action of our own self-starter; nothing is 'going to happen' until you make it."

"Salesmen should not guess, but know what they are talking about."

I think that it is an important principle to have the sales force memorize.

Obtaining Salesmen

Now where are we going to get our salesmen? Our experience is that we get our best men through our present sales force. Those men know the policy of the company, they have confidence in the company, they know the calibre of men the company want, and they have seen in action the men that they are going to send in to apply for the position. That is something you cannot do as a general proposition. They know whether he plays pool in the hotel until 2 a.m., or poker until daylight. They know his characteristics through working with him. I emphasize that, because looking back over my experience during the last thirty years I find that the best salesmen it has been my good fortune to secure came through the salesmen we already had.

You will not buy an automobile unless you try it out, but there are many hundreds of salesmen employed by sales managers who have never seen them in action. A man comes to your office, naturally he is at his best, but that does not tell you what he will look like in Peterboro or Montreal or Vancouver. His nails are clean and his shoes are shined. We did the same ourselves years ago. The important thing is to see the man in action in his regular working form, day in and day out, get a line on his characteristics, how he stands up under the test of the three a.m. bus, and the one old kind of pie and no cream.

The Other Fellow's Salesman

The next channel is from the salesmen that canvass you for orders; and that is a good channel. "Do you mean to tell me that you would deliberately employ one of my salesmen?" someone may ask; I certainly do. If you say that is not a fair proposition I do not get your point of view. If my salesmen can make more money with you they will go with you Therefore I am never too busy to see a canvassing salesman. The bank manager can wait but this man may be the one I need as the corner-stone to a certain portion of our sales force.

I believe the successful sales manager is the man who is never too busy to see a canvassing salesman. If I am in a conference which would make it necessary to keep him too long, I go out and see him for a moment and apologize and make an appointment.

I spent twenty years with the National Cash Register Co. Mr Patterson, the president of that company, is known as a wonderful leader. We were in a convention of the sixteen sales managers of the North American Continent. Mr Patterson came in and remarked: "These are the sales managers, yes; now just what do you gentlemen do for the high salaries you get?"

Well, it was kind of sudden. One chap stood up and said, "I keep my eye on the territory, I see that the offices are kept nice and clean."

"And you?"

"I check up the accounts and payments and consignments—"

Well, I was thinking fast, it was coming close to me, I said to myself, "these boys are not thinking right," so when he came to me I said, "I employ and train salesmen." I was with the N. C. R. for twenty years.

Looking Them Over

I would have lost the opportunity to secure excellent men if I had been to busy to see salesmen. Often a man has come in and although I did not need him at all, he made an impression. I talked to him fifteen or twenty minutes, asked if he would mind coming in again day after to-morrow—next week,—I wanted to get another slant on him. They never act exactly the same twice in succession. I asked him — "Now just tell me how much money you make and how much you would like to make. It may be that you are fitted for this business. I am going to find out in the next fifteen minutes if you are."

From the Retail Store

Another channel is the retail store. We have secured some excellent men who were retail store clerks. There is a field where you willl find ambition; also, it is a field where men are not over-paid. An illustration; we had difficulty in getting our devices in retail stores. Our time-recording division salesman had been trained to interview manufacturers and factory men, but they fell down on the stores. I discovered that they did not know the language of the retail merchant, they had never been in that atmosphere. I looked about and found a young man who was head clerk in one of the large hardware stores in Hamilton, snappy, well-dressed, knew his job or he would not have been head clerk. I brought him to Toronto and employed him. We had to teach him the time-clock business as it related to the retail store; I said to him, "Now you will have to go into the factory and put on a pair of blue jeans and work from 7 till 5.30 for two weeks, for which you will not get any pay."

"All right," he said, proving his mettle.

I was only testing him really, but this was his mechanical training. The first month that young man was out in quest of orders he sold eighteen machines to eighteen stores. That was good work. He knew the atmosphere and the language.

The weakest source is advertising for salesmen. I do not believe it is good business or sound policy to hire a man who is out of a job. That, perhaps, sounds severe, but there is generally some reason why he is out of a job, and it is difficult to get at the true reason. If you are going to put up a "Safety First" sign get a salesman who is in a position.

"The salesman keeps the factory chimney smoking and the amount of smoke depends on the efficiency of the salesman."

"Many men have a lot of wisdom but don't know how to apply it.

"The Bible"

Now, I want to put before you in this graphic way, these principles:

Get them clean —Mentally
—Physically
—Morally
—Spiritually

That to me is "The Bible" in hiring Salesmen. There is no one of those things that you can afford to overlook. And you can test them all out in your interviewing.

Mentally.—The salesman who will consume time telling those stories that we sometimes hear is not clean mentally. The results show physically and morally.

Spiritually.—This is very important. Sometimes we meet a man who does not believe in such things as churches. I am not preaching a sermon, but I know the value of that element, we all do.

Then I would like to add, Keep Them Clean as to the environment they live in.

Organization

In my opinion the following elements come under the head of organization in a sales force.

Employing Men
Training Men
Supervising Men
Promoting Men
Firing Men

If we are capable of the first four, we will not have to worry about the last.

CUSTOMS DEPT. ADVICE RE MARKING OF ALUMINUM WARE

The original regulations governing the marking of country of origin on imports made it appear as though tea strainers and percolators were the only articles of aluminum ware to be marked. On taking up this point with the Department of Customs and Excise, Ottawa, Hardware and Metal has received the following message:

"All articles of aluminum ware, including tea strainers and percolators, which are capable of being marked will require to have thereon an indication of the country of origin."

(Signed)
Commissioner of Customs and Excise.

As to qualifications, here they are:—

Health
Character
Deportment
Reputation in Own Neighborhood
Guarantee Bond
Manner
Ambition
Confidence in Himself

I have a chart on my desk and that is always ticked off 100 per cent. before a man is taken into our organization. Health is most important. If a man has not got 100 per cent. health he is anchored. A lot of talks have been made on Salesmanship; to me Salesmanship is the combination of a lot of qualities. Health is the foundation.

Our company spends a good many dollars a year in taking care of the health of our organization. We talk to them of what to wear, what to eat, etc. A lot is wasted but some gets home and it does a lot of good. I venture to say when you meet one of our salesmen you find he is "in the pink." If he is not, he will not go out, they are trained not to.

Foundation of Everything

When a salesman approaches a prospect, one of the most importants elements in getting that man's order is the salesman's health. Selling is largely a matter of domination. You need all the health and energy at your command to dominate some people; if you are only feeling about 70 or 80 per cent. fit, the buyer will do the dominating. Health is the foundation of everything. Take personality, the salespersonality, you just sense it. It is a thing you cannot define, and the greatest element of personality is health. His eyes are bright and his step springy and he thinks just a little faster than his prospect; he cannot do this unless he has 100 per cent. health.

Supervision

Then, supervision. I think lack of supervision is one of the weak links in our work. Every man needs it. Let me illustrate. The chain is—

Salesmen
Sales Agents
District Managers
Sales Managers
General Managers
President

Does it stop there? No, it goes on—

Executive Committee

Directors

Shareholders

I would like to make this subject clear.

Who supervises Salesmen? The Sales Agents.

Who supervises the Sales Agents? The District Managers.

(To be continued.)

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

ANOTHER extensive budget of price changes on the current hardware markets includes reductions on building papers and sheathings, roofings, both Dominion and American ammunition, poultry netting staples, both white and colored cotton wastes. Through changing the discounts, easier quotations are noted on eavestrough, both ridge roll and valley, also conductor piping. The easier tone in corrugated sheets has produced a new discount in certain markets. The revised tack list about to be issued also entails new discounts on this line of products. Lower range boiler list prices have now been generally adopted, this being the result of price shading recently prevalent on these goods.

Higher prices have been announced on beaver, manila, sisal rope, and lathyarn. The advance is one cent per lb., and is attributed by the manufacturers to increased costs on the fibre markets, combined with a production tax on sisal. The sharp advance on turpentine levels is based on the situation at primary centres, where the producers are in a strong speculative position for the next few weeks owing to the absence of new receipts at this time of the year.

Other items included in the lengthy list of price reductions are, some lines of cultivators, sprayers and drills, glaziers' points, carpenters' tool baskets, certain makes of pruners, English tinned "S" meat hooks, one line of silverware, and some nail hammers. Reduced quotations for Spring delivery are also evident on a line of electric fans. Quietness is still evident in the sheet markets, with little current business reported in bar iron and steel. The dull session continues in scrap materials and also ingot metals.

Montreal Markets

MONTREAL, Jan. 12.—Following the long list of price recessions in the opening week of the New Year, many important hardware lines are again revised. There is an outstanding advance now recorded, on Beaver or New Zealand hemp, sisal rope and lathyarns showing a price increase of one cent per pound base. The undertone of the rope market has been firmer in past weeks, especially sisal hemp, and while pure manila remains unchanged, manila in primary circles is still in a strong position. Chief in the list or reductions are the new lower prices on many lines of building papers, all lines are reduced with the exception of No. 2 tarred fibre. White and gray sheathings are 25 cents per 100 lbs. less, spruce sheathing showing a more substantial reduction of $1.25 per 100 lbs.

Manufacturers of rubber roofing who had, up until the present, not reduced their quotations for the new season's business now announce lower prices on all weights of roll roofing, also shingles. New lower ammunition prices are now given, showing a reduction of approximately 20 per cent. from previous quotations. While new prices are not yet definitely reached, jobbing houses are issuing new discounts subject to a slight revision. Poultry netting staples are 25 cents per 100 lbs. less, and glaziers' points are reduced 2 cents per pound. Ingot metals are again easier, with lower quotations now recorded in some lines.

SHEATHINGS AND BUILDING PAPERS FURTHER REDUCED

Montreal.

Many lines of building papers and sheathings are reduced in price, immediately following the first of the year. With the exception of No. 2, tarred fibre, all lighter papers, (priced by the roll) show a price decline. In the heavier weights, white and gray sheathing and spruce sheathing, in 36 inch and 72 inch widths, is reduced. The former do not record as extensive a reduction as the latter, as spruce sheathing will now sell for $1.25 per 100 lbs. less.

The trend of the market on these products has been decidedly downward in the past twelve months, lower prices being annnounced on different occasions throughout the year. Manufacturers now state that a more settled situation may be looked for as existing price levels are within a more reasonable reach of pre-war prices, and with present productive costs, lower raw material costs cannot warrant the same marked trend that has been displayed in the past year. Revised quotations are as follows:

BUILDING PAPER—

	Per 400 ft. roll.
Dry Fibre No. 1 Anchor	$1 15
Do., No. 2 Anchor	0 65
Do., No. 2 Elephant	0 85
Tarred Fibre No. 1 Anchor	1 20
Do., No. 2 Anchor	0 85
Do., No. 2 Elephant	0 85
Surprise Fibre	0 70
Stag sheathing	0 70
Cyclone dry sheathing	1 15
Do., tarred	1 20
Joliette sheathing dry	0 65
Do., tarred	0 85
	Per 100 lbs.
Monarch sheathing, white	5 50
Do., gray	4 50
Straw sheathing, heavy dry	3 15
Red Star heavy tarred straw	3 40
Imperial white sheathing	5 50
Do., gray	4 50
Scythe brand dry straw	2 15
Spruce sheathing, 36" and 72" wide	6 00
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

LOWER ROOFING PRICES IN SOME QUARTERS

Montreal.

Current roofing quotations are now revised by some manufacturers, with a reduction, varying on the different brands and weights. The price decline now announced cannot be stated as being general among all manufacturers, as it will be remembered that certain makers announced a reduction in their lines on December 1st last, and in these cases prices now remain unchanged. Quotations have again been brought into uniformity in manufacturing circles, such not being the case previous to new prices now given. The undertone of the market is steady, with little further change thought likely for some time. Raw materials are continuing firm with

slight advances recorded in some instances. Manufacturers state they are convinced that the industry is now on a settled basis for earlier months of the year at least, this period covering the active business usual in the spring months. Following are revised quotations on certain lines:

ROOFING—	Per square
2 ply tarred ready roofing	1 85
3 ply tarred ready roofing	2 20
Everlastic 1 ply	1 70
Everlastic 2 ply	2 05
Everlastic 3 ply	2 49
Panamoid 1 ply	1 50
Panamoid, 2 ply	1 85
Panamoid 3 ply	2 20
Everlastic Multi-shingles (4 shingles in one) square	6 00
Everlastic (red or green) Mineral surface, square, 36" wide	2 85
Do., 18" wide	3 30

HIGHER PRICES ON BEAVER MANILA, SISAL & LATHYARN

Montreal.

The continued firm tone in raw materials is now reflected on the local rope markets, and Beaver or New Zealand Manila, Sisal rope and lathyarn are each quoted one cent per pound higher. Sisal hemp has for some time past been stiffening in primary markets, and prices have shown advances at different periods. Dealers pointed out a few weeks ago that a continuance of this would result in higher prices on the finished products, so that the present advance is not althogether a surprise. Pure manila is for the present unchanged, but the undertone of the market here is also firm, manila being improved in recent months. Pure manila is still quoted at 23 cents base; Beaver or New Zealand 20 cents; sisal 18 cents and lathyarn 18 cents basis.

NEW PRICES ANNOUNCED ON DOMINION AMMUNITION

Montreal

Although quotations for the new year are not definitely settled on Dominion ammunition, both paper shells and metallics, some jobbing houses are quoting the following discounts, subject to a slight revision in the near future:

AMMUNITION—
Dominion Shells, Loaded—
Crown, Sovereign and Regal, 50-2½ per cent.
Imperial and Canuck, 50-5 per cent.
Empties, Crown and Sovereign, 50-2½ per cent.
Metallics, rim fire and centre fire, 55 per cent.

WINCHESTER AMMUNITION

Montreal

As announced in last issue of Hardware and Metal, new lower prices were about to be announced on American ammunition. Following are discounts now given by some jobbing houses to a revision when new prices are definitely given out:

Winchester loaded shells, plus 7½ per cent on American list.
Winchester empty shot shells, plus 22½ per cent. on American list.
Winchester Metallics—
B.B. caps and rim fire ball cartridges, plus 2½ per cent.
Central fire, all blank and all shot cartridges, plus 15 per cent.
Primers and percussion caps, plus 15 per cent.

GLAZIERS' POINTS WILL NOW SELL AT 14 CTS. POUND

Montreal.

A reduction of two cents per pound has been made in the price of glaziers' points, and these will now sell at 14 cents per pound.

LOWER PRICES ANNOUNCED ON ALARM CLOCKS

Montreal.

Following is a more complete list of new lower prices on alarm clocks, according to the reduction announced last week:

ALARM CLOCKS—	
Big Ben	$3 43
Baby Ben	3 43
America	1 37
Sleep Meter	2 06
Lookout	1 88
Ironclad	2 40
Big Ben Luminous	4 80
Glo Ben	2 40
Pocket Ben Watches	1 37

LOWER WIRE SOLDER PRICES FOR QUANTITY BUYING

Montreal.

Current quotations on wire solder are recorded with a considerable reduction from those appearing in recent weeks The net price on this class of solder is really unchanged, but a larger differential buying is now given for quantity buying. Formerly the higher quotations were given, and concession made for orders of fair quantities, but because users of wire solder usually buy in large quantities, it is now thought best to use lower level, and charge the extra for small orders.

The undertone of the lead products market as a whole does not display the same amount of firmness that was evident a few weeks ago, metals in primary markets showing slightly weaker with lower quotations appearing on some lines. However, for the present, other lines are unchanged, with the demand still quiet. Following are present prices:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 28½
Do., strictly, lb.	0 26½
Do., commercial, lb.	0 23½
Do., wiping, lb.	0 24½
Do., wire, lb.	0 32½
Zinc sheets, casks	0 11½
Do., broken lots	0 12

P. N. STAPLES REDUCED 25 CENTS PER 100 POUNDS

Montreal

Poultry netting staples are reduced 25 cents per 100 pounds, and the galvanized are now quoted at $8.25, bright $7.-25 in 100 pound lots. Usual extras for smaller quantities.

MORE SETTLED SHEET MARKET LOOKED FOR

Montreal.

With current business in sheets now quieter, there is an effort being put forth to stabilize the market, and have quotations on a more uniform basis among the various jobbers and distributors. For some time past it has been necessary to show a range in quoting prevailing prices because of the variation existing in jobbing circles. Dealers admit that during the past few months competition was met, and in some instances orders have been taken at ridiculously low prices, in many cases showing little or no profit for the jobbing house.

It is now considered the opportune time to remedy this situation, and it is hoped that within the very near future an improvement will be noted, and prices set within reasonable reach of replacment values. Optimism is again expressed for the following months, and although sales are not at present over plentiful, the end of the month is looked upon by some as the close of the now more inactive period. Quotations are still nominally unchanged as follows:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 20
22-24 gauge	4 60	5 25
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 60
28 gauge	6 35	7 20
26 gauge	6 05	6 85
22-24 gauge	5 90	6 60
20 gauge	5 75	6 45
18 gauge	5 75	6 35
16 gauge	5 60	6 35
14 gauge	5 45	6 35
12 gauge	5 30	6 35
10 gauge	5 20	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 40	7 10
22 gauge	7 05	6 65
18-20 gauge	6 35	6 50

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$17 50
20 x 28 IC, 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s	17 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

PIPE FITTINGS REMAIN AT UNCHANGED DISCOUNTS

Montreal

The various lines of pipe fittings remain at unchanged quotations, with little change also recorded in the market as a whole. Sales are of fair volume for this season, with a gradual improvement looked for now that inventories are taken and supplies will be required for the earlier spring work. Unchanged prices and discounts are as follows;

FITTINGS—	
Cast Iron fittings	25%
Bushings, cast	27½%
Do., malleable	25%
Flanges	37%
Plugs	27½%
Flange unions	22½%
Malleable unions	42½%
Dart unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in, close and short	50%
Do., long	60%
Do., 4½ to 8 in., close and short	40%
Do., long	60%
Couplings, 4 in. and under	30%
Do., 4 in. and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

BAR IRON AND STEEL PRICES REMAIN UNCHANGED

Montreal.

Current business in bar iron and steel is still of a quiet nature, although not exceptionally so for this season of the year. Dealers look for a gradual improvement in the coming months, both stocks and prices being more favorable for increased trade than twelve months ago. There is yet little signs of construction requiring the larger supplies, but it is still early and it is thought that a decided turn for the better will be taken later in the spring months. Following are unchanged prices;

Common bar iron, 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	4 75
Band steel	2 90
Spring steel	4 50
Sleighshoe steel	2 90
Tire steel	3 10
Toe caulk steel	3 80
Harrow tooth steel, per lb.	3 05
Mining tool steel per lb.	0 22
Black Diamond tool and cast steel, per lb.	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

EASIER TENDENCY IN CORRUGATED SHEETS

Montreal

Although there is a slightly easier tendency in the corrugated sheet market, due to the position of plain galvanized sheets at the present time, where lower prices have been made without any corresponding decline in corrugated, prices remain unchanged. Dealers are now mostly interested in bringing the local market to a more stabilized condition as regards prices. For some time past quotations have been more or less nominal locally, and certain price concessions have been offered to secure business. It is now felt that this should be remedied before the more active period in the following months, and an effort is now being put forth to improve this condition. For the present, following are list prices and discount;

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
SOIL PIPE—	
2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

NO CHANGE IN RANGE BOILER QUOTATIONS

Montreal

Although it was thought in some quarters that the standard list of prices on range boilers would be changed at the commencement of the new year, there is no indication at present that any change is likely to be made. Manufacturers are maintaining their prices, and state that it is only a question of depleted stocks with the distributors. When jobbing houses are forced to purchase at present levels they will necessarily have to raise their prices as existing quotations given by them show practically no profit. It would seem, however, that most jobbers are content with little or no margin as the lower list of prices is in effect in most quarters, even where new stocks have been purchased. Buying is very light at present, this no doubt being one of the chief reasons for dealers paying little attention to replacement figures. Following is the unchanged list:

RANGE BOILERS—	Standard.	Ex. Heavy
30 gallon	$8 75	$11 25
35 gallon	11 25	13 50
40 gallon	13,50	16 00
52 gallon	20 00	24 50
66 gallon	28 00	34 00
82 gallon	35 00	46 50
100 gallon	45 00	55 00
120 gallon	54 00	63 25

BRASS AND COPPER GOODS SHOW LITTLE CHANGE

Montreal

Prices on brass and copper goods are holding at previous figures, while the undertone of the market is little changed although metals in primary markets are again somewhat easier in some instances. This is said to be chiefly due to the seasonable slackening in volume of buying and the lesser interest accompanying the holiday season. The commencement of the new year may yield a return of activity shown in previous weeks. Unchanged quotations are as follows;

BRASS—	Base.
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier	0 34
Plain tinned, 16 oz. and heavier	0 39
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34
Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.	

LITTLE IMPROVEMENT IN BOILER TUBE MARKET

Montreal.

Boiler tubes are still displaying very little activity on the local market, sales are small and cover supplies for repair work only. Quotations remain unchanged as follows;

METAL MARKETS ARE AGAIN SOMEWHAT EASIER

Montreal

Metal markets generally have been somewhat easier during the past week, and prices have receded slightly. There is no marked weakness, but the market has been sagging and it would not be surprising if lower prices were registered in some lines.

TIN.—Owing to heavy shipments from the Straits the London market has been easier in tone, and from all appearances will be lower still. Available supplies are very heavy and demand is not very great at present. Quotation is slightly easier at 38 cents.

COPPER.—Producers' prices in U. S. A. are still nominally unchanged, but business may be done at a shade less. The London market is also lower on both standard and electro. Locally prices are unchanged at 17¾ cents for electro, 17 cents for casting.

LEAD.—The American market is firm and as the local market is based on American prices, the situation here is firm. London is steady but prices have only a nominal bearing locally. It would not be surprising to see higher prices in the near future. Local price unchanged at 7 cents.

SPELTER.—This metal is considered fairly cheap to-day and higher prices are anticipated over the next few months. The London market is slightly easier, but this is only considered temporary. Local price 7½ cents.

ANTIMONY.—There is nothing new to this metal, but prices, if anything, are slightly easier, especially for import lots. Chinese is quoted at 6¾ cents high grade English 7¾ cents.

ALUMINUM.—This metal continues to show an easier tendency, and while quotations are for the present unchanged, ower prices would not be surprising in the near future. Present quotation, 26 cents.

Toronto Markets

TORONTO, Jan. 12.—Another extensive budget of price developments is apparent on the current markets. Building papers and sheathings are recorded with easier price levels, these changes bringing all grades to a more uniform basis. The anticipated declines on roofings have now been announced, this revision following the reduction in one line of these products made a few weeks ago. The new discounts, outlined in last week's report, are now effective on ammunition, showing an approximate recession of 20 per cent. Other decreases noted this week are on cotton waste prices; range boilers; eavestrough and conductor pipe; poultry netting staples, glaziers' points; corrugated sheets and fuel oil.

The advance of one cent per lb. in quotations on beaver manila, sisal rope and lathyarn, attracts special attention. This change is attributed by the manufacturers to higher cost levels on the fibre markets, together with a production tax on sisal.

Some easier prices are recorded on various models of Winchester rifles; while a revised tack list is about to be issued which also entails changing discounts on this line of products. The dull session continues in scrap materials, with slackness in demand still featuring the current ingot markets.

ANOTHER REVISION ON SHEATHINGS AND PAPERS

Toronto.

Sheathings and building papers have experienced another downward price revision. The current change averages between 10 and 12 per cent, and places the market on these products on a thoroughly stabilized market for 1922 business, according to the manufacturers. These products have experienced a number of similar revisions during the past year, the total extent of the declines being of a fairly substantial nature. The new quotations are contained on the current market pages.

PREDICTED DECLINES NOW ANNOUNCED IN ROOFINGS

Toronto.

As pointed out in previous issues of Hardware and Metal, easier price levels on roofings are involved for the current year's business. This change has now materialized on other products of this nature, manufacturers generally having followed the lead set by one producer last December. The revised prices are found in the current market quotation pages.

REVISED DISCOUNTS NOW EFFECTIVE ON AMMUNITION

Toronto.

As pointed out in last week's issue of Hardware and Metal, revised lower quotations are now to hand on ammunition. The changes in discounts are evident on both Dominion and American cartridges, and following are the revised levels now being quoted locally:

AMMUNITION—

Dominion Metallic, "B.B." caps, $3.15 per thousand; "C.B." caps, $3.95 per thousand.

Dominion, rim fire, centre fire, blank and shot cartridges, discount 55 per cent.

Dominion, brass shot shells, discount 55 per cent.

Empty Paper Shells, discount 50-2½ per cent.

Loaded shells—Crown, Sovereign, Regal, discount, 50-2½ per cent.

Imperial and Canuck, discount 50-5 per cent.

American Metallic Cartridges— Rim fire, list, plus, 2½ per cent. Centre fire, list plus, 15%.

All blank and shot cartridges, American, list, plus 15 per cent.

Primers, American, list, plus 15 per cent.

Add to Dominion List—Primers, No.'s 1, to 3A, $3.45 per thousand; No. 3B, $5.25 per thousand.

COTTON WASTE PRICES REVISED TO LOWER LEVEL

Toronto.

Easier prices have now been announced on both white and colored cotton wastes in all grades. The decline varies between one half and one cent per lb. on the different grades, with a similar half cent decrease on cream polishing waste. While the raw cotton markets are temporarily fairly steady, they have recently been in a more or less unsettled condition, and the easier trend of quotations on cotton wastes is attributed to the lowering of costs in the various contributory elements in these markets. Following are the current revisions:

WASTE—Cream, polishing, 19c per lb.; white, cotton, XXX, 18c; XX, 16c; X, 15c; XC, 14c; XXX extra, 16½c; XX, grand, 15½c; XLCR, 14½c; X empire, 13c; X press, 11½. Colored, cotton, Fancy, 13½c; Lion, 12c; Standard, 10½c; Popular, 9c; Keen, 7½c; No. 1, 13c; No. 7, 12m; No. 1A, 11c; No. 1B, 10c.

Above lines subject to trade discount for quantity lots.

ANOTHER SLIGHT DECREASE IN FUEL OIL QUOTATIONS

Toronto

Another slight reduction has been announced in fuel oil quotations, following on the recent easier trend in the primary oil markets. Prices on crude oil at production centres in the south have receded from the higher levels attained a short time ago. The current demand is also stated to be disappointing, with large buyers being reluctant to contract at prevailing price levels. Gasoline is also described as steadily weakening, due to the slackening in demand for this product which is usual at this season of the year. No price changes have been reported on the domestic markets, however, quotations on both coal oil and gasoline remaining at the nominal figures contained on the current market pages. Following are the revised levels on fuel oil:

Fuel oil, bbl, net	$0.10.90
Do., tank wagons, net	0.09.90
Do., tank cars, net	0.08.90

HIGHER PRICES ANNOUNCED ON ROPE AND CORDAGE

Toronto.

An advance of one cent per lb. has been announced by local rope manufacturers and distributors in the base prices on beaver manila, New Zealand hemp, sisal, single lath yarn and also double lath yarn. This change is attributed to the improvement in basic conditions at the primary markets. Manila fibre has been in moderate demand during recent weeks, but the exchange situation has tended to maintain costs, with the Philippine peso increasing in value after the recent depression. Stocks on hand are described as low in comparison with similar quantities at this time in previous seasons. In the case of sisal, a production tax, imposed by the Mexican interests, is reported to have advanced the cost of this product. Following are the new higher base quotations:

ROPE—	
Pure manila basis	0 23
Beaver manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18
Single lath yarn basis	0 18
Double lath yarn	0 18½

EASIER PRICE LEVELS ON WINCHESTER RIFLES

Toronto.

Reduced prices are now recorded on Winchester rifles. Following are the revised quotations on various models:

WINCHESTER RIFLES—Model 1890, $27.75 each; 1892, $35.70; 1894, 30 and 32 round, $42.40; 1894, 30 and 32 octogen, $45.50; 1895, $55.50; 1902, $8.35; 1904, $10 20, 1905, $53.65; 1906, $24.05; 1906, Expert, $27.75; 1907, $64.75; 1894, Carbines, with sling and strap, $46.65; 1912, guns, $61.00.

PRICE DECLINE RECORDED ON GLAZIER'S POINTS

Toronto.

A downward revision in glaziers' points has been announced, the decline amounting to one cent, thus bringing the price on the ½-lb package to 7 cents. This revised quotation is f.o.b. Montreal, Hamilton and Toronto.

QUIETNESS STILL EVIDENT IN SHEET MARKETS

Toronto

Business on the current sheet markets is of a quiet nature, with a more settled condition becoming evident as regards prices. One dealer described the situation as "there being nothing to shade prices for, trade being very dull at present," and in his opinion price developments would not uncover any improvement in this situation. While it is yet early to determine future prospects, there is a fairly hopeful attitude among dealers generally.

BLUE ANNEALED—		
10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65
BLACK—		
18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis.
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 60	7 10
22 gauge	7 25	6 75
18 and 20 gauge	7 10	6 60
Premier and Apollo.		
10¾ oz.	6 25	7 00
U. S. 28 base	5 85	6 60
U. S. 26	5 55	6 30
22 and 24	5 40	6 15
18 and 20	5 25	6 00
16	5 10	5 85
12 and 14	4 95	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 shets	9 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

REVISED DISCOUNT ON CORRUGATED SHEETS

Toronto.

As pointed out in recent market reports, an easier tone has developed in corrugated sheets, especially since the last downward revision in quotations on flat sheets. This trend has resulted in a change in discounts on the corrugated, the level being 10 per cent., compared with the previous discount of 7½. The list prices are unchanged, as follows:

Corrugated—	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 2½ ins., 75c a square extra.

REVISED TACK LIST ABOUT TO BE ISSUED

Toronto.

According to information received by Hardware and Metal, a new tack list is about to be issued. This will also entail the changing of the present discount quotations.

LOWER RANGE BOILER LIST NOW GENERALLY ADOPTED

Toronto.

As pointed out in previous issues of Hardware and Metal, there has recently been a tendency to drop back to the $8.75 level on the 30-gallon standard range boiler. With this situation being generally evident, a new lower list has been adopted by some distributors, showing an easier range of prices on these products. There is stated to be only a small sale for boilers during the current season, but the movement to shade the nominal levels has been evident for some weeks. Following is the list now being generally recognized as the prevailing market values:

RANGE BOILERS— Size.	Stand.	Ex-Heavy
30 gallon	8 75	11 25
40 gallon	13 50	16 00
52 gallon	20 00	24 50
66 gallon	28 00	34 00
82 gallon	35 00	46 50
100 gallon	45 00	55 00
120 gallon	54 00	63 25
144 gallon	78 00	93 00

DOWNWARD REVISION IN EAVESTROUGH AND PIPE

Toronto.

Revised discounts are now quoted on both eavestrough and conductor pipe. The revision is approximately a decline of 10 per cent, this quotation having been added to the current figures. This change applies to both ridge roll and valley eavestrough, and conductor piping, but quotations on elbows remain unchanged. Following are the list prices and discounts:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:	Per 100 ft.
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 80
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

ELBOWS (Conductor)

2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

QUOTATIONS ON POULTRY NETTING STAPLES LOWER

Toronto

New quotations have been announced on poultry netting staples, the revised levels being lower than formerly. Prices for the bright are now quoted at $7.25 per 100 lbs, and for the galvanized at $8.25. This is for kegs. The discount to the trade on these revised levels is 10 per cent.

The net extras not subject to discount are as follows: Coppering, $0.60 per 100 lbs. 10-lb wooden boxes ,$1.50 per 100 lbs. 25-lb. wooden boxes $1.00 per 100 lbs. 50-lb wooden boxes, $1.00 per 100 lbs. F.o.b. Toronto, Hamilton, London, Montreal.

LITTLE BUSINESS REPORTED IN BAR IRON AND STEEL

Toronto.

Orders for bar iron and steel are admittedly not very numerous at present, but the general situation is described as in fairly good shape considering the present season of the year. Quotations on the local markets are practically unchanged from former levels, while reports of pending reductions in bar prices by leading producers in the southern primary centres have been strenuously denied. New business for 1922 has not opened up to any extent, as yet. Following are local nominal quotations:

IRON AND STEEL—		
Mild Steel bars, base	3 00	3 25
Mild steel bands, 3-16 in. base	3 50	3 75
Bar iron, base	3 00	3 25
Angle iron, base	3 10	3 35
Horseshoe iron	3 75	4 10
Tire steel	3 50	3 75
Spring steel	5 50	6 00
Sleigh shoe steel	3 00	3 25
Hoop steel	3 75	4 25
Norway iron	12 50	15 00
Toe caulk iron	4 00	4 50
Crucible cast sheet steel	30 00	.35 00
Mining drill steel	.. ..	18 59
Cast tool steel, high grade	20 00	23 00
Cast tool steel, medium	30 00	36 00

DULL SESSION CONTINUES IN SCRAP MATERIALS

Toronto.

Consuming demand in waste material markets continues to remain at a very low ebb. There has been no improvement recorded during the past week, with prices generally stationary on both foreign and domestic centres. Non-ferrous scrap metal is relatively the most active division of the waste materials, while other metals have been steady but slow. The following levels remain the current average of dealers' nominal buying prices for fairly large quantities.

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	12 50	13 50
Grate bars	11 50	12 50
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 50
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 25	3 75
Heavy yellow brass	5 50	6 50
Heavy lead	4 00	4 50
Tea lead	2 00	2 50
Scrap zinc	4 00	4 50

SLACK DEMAND FEATURES CURRENT INGOT MARKETS

Toronto

Slackness in general remains the current feature of the ingot metal markets, with local quotations holding unchanged at previous levels. Some slight developments, however, have been recorded in primary centres, notably in copper, where smaller producers are reported to be shading the recent higher quotations on this product owing to the absence of demand.

COPPER.—Copper prices on the primary markets have eased slightly from the higher levels recently recorded. This movement, however, is not yet general, being chiefly of a temporary nature owing to the relatively small demand for copper from either domestic or foreign sources. The larger producers are reported to be maintaining their quotations, but some of the smaller selling interests, being anxious for orders, are making concessions in prices. The local market remains quiet with quotations at 17½ to 18 cents.

TIN.—On the whole the tin markets retain their recent degree of improvement, and the undertone is steady to firm. The current activity in this metal is not quite so marked as during the closing weeks of the past year, for the consuming demand is still dull. These conditions are more or less customary at this season of the year. The local prices remain at 30 cents.

LEAD.—Like most of the other metals, lead has been quiet during the week. The buying is now of a moderate nature, and the market has receded somewhat from the brisk activity recorded during the latter part of December. The undertone is considered still sound, however, but it is stated that current conditions in primary centres does not warrant any further price increases at present. Quotations on the domestic market are unchanged from the level of $6.75.

SPELTER.—Conditions are quiet in this market, and the tone is slightly easier. Very little business was naturally placed by consumers during the inventory period. The local quotations are generally holding at $7.25.

ANTIMONY.—This market remains dull and uninteresting. Prices are holding unchanged on both foreign and domestic markets. The current local quotations remain between 8 and 10 cents.

ALUMINUM.—There has been no change of any importance in this market, the recent apathy still being evident.

The previous easier level of 27 cents continues on local circles.

EASIER TONE IN LEAD, WITH SOLDER PRICES STEADY

Toronto.

While some higher prices are now quoted in certain quarters on solders, yet this change applying to such grades as strictly, commercial and tinkers. Quotations on basic markets, however, while maintaining the recent increased levels, show a tendency towards a slightly easier undertone. This development is also noted in lead. Generally, however, the following are the average local prices at present in effect:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 32½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 22½
Do., guaranteed, lb.	0 27½
Do., wiping, lb.	0 22½
Zinc sheets, per lb.	0 12

London Markets

LONDON, Jan. 12.—Price revisions to lower levels are again numerous this week, including new quotations on shells and cartridges; Colt's automatic pistols; the Eureka line of sprayers, drills and cultivators; Rochdale pruners; the English line of carpenters' tool baskets; and also tinned "S" meat hooks. Lower prices have been announced on some makes of electric fans for spring delivery, while a sharp advance has appeared in turpentine levels.

Other price developments are noted on the Nevada line of Silverware, quotations having been reduced. Easier price levels are also recorded on the Maydale nail hammers. There has been a fifty-cent decline in poultry netting staples; while Snap cleaner; single barrel guns; cut nails; Winchester arms; iron rivets and burrs; and practically all bolts and nuts, are other lines with reduced quotations.

REDUCED PRICES NOTED ON ELECTRIC FANS

London, Ont.

New lower prices for Spring delivery have been announced on the Polar Club line of electric fans. The easier quotations follow:

ELECTRIC FANS—	Single lots.	Doz. lots.
6 inch, each	5 75	5 25
8 inch, each	8 00	7 50

TINNED MEAT HOOKS RECORD PRICE DECLINE

London, Ont.

New prices which are slighty lower have been announced on the English tinned "S" meat hooks. Stocks of these products are generally of a very moderate nature. Following are the revised prices:

Size ¼ ins. x 4 in. $4.75 per gross.
Size, 5/16 ins. x 5 ins. $7.50 per gross.

ROCHDALE PRUNERS SHOW EASIER PRICE LEVELS

London, Ont.

A reduction of approximately 10 per cent. has been recorded in quotations on the Rochdale pruners. The revised quotations are as follows:

No. 35, $10.55 per dozen.
No. 38, $25.20 per dozen.

EUREKA CULTIVATORS AND SPRAYERS ARE REDUCED

London, Ont.

The Eureka line of sprayers, drills and cultivators, are now quoted with lower prices, the decrease averaging from 10 to 20 per cent on the various products. Following are some of the revised quotations:

EUREKA—
Seed Drill, No. 1, $9.00 each; No. 2, $11.00.
Cultivator, No. 4, $4.50 each; No. 8, $6 each; No. 10, $6.50 each.
Compressed Air Sprayers, No 110 galvanized, $7 each; No 111, brass, $10.
Sprayers, No 112, tin, $5.50 doz.; No. 113, glass jar, $8; No 114, glass jar, $9; No. 115, continuous, $10; No. 116, continuous, $10.50.
Dry Sprayers, No. 108, $9 doz.

FIRMER TENDENCY SEEN IN LINSEED MARKETS

London, Ont.

While local prices are nominally unchanged on linseed oil, yet the market is reported with a firmer tendency. The current price levels follow.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls, per gal	0 84	0 87
3 to 5 bbls., per gal	0 83	0 86
6 to 9 bbls. per gal.	0 81	0 84

Less barrels, add 15 cents gal.

SUBSTANTIAL REDUCTION IN COLTS' AUTOMATIC

London, Ont.

A reduction in prices has been noted on Colts' automatic pistols. The revised levels are approximately 20 per cent. lower. Following are new net prices:

COLT AUTOMATICS—25 calibre, $17.25 each; 32, $20.85; 380, $20.85; 38, $38.85.

DOWNWARD REVISION IN CARPENTER TOOL BASKETS

London, Ont.

A downward revision in prices has been recorded in the English line of carpenter tool baskets. The new quotations are as follows:

No. 4 Bound and Lined $13.75.
No. 5 Bound and Lined $15.50.

SHARP ADVANCE APPEARS IN TURPENTINE QUOTATIONS

London, Ont.

After remaining practically stationary for several weeks, turpentine quotations on the primary markets registered a substantial advance. This rise is naturally reflected in local price levels, an advance of 5 cents per gallon having been recorded. Following are the new quotations:

TURPENTINE—	Imp. Gal.
1 bbl lots	1 25
2 to 4 barrel lots	1 24
5 gallon lots	1 40

REVISED DISCOUNTS NOTED ON AMMUNITION LISTS

London, Ont.

As pointed out in last week's issue of Hardware and Metal, lower prices have been announced on ammunition. This revision in discounts applies to both the Dominion and American makes. Following are the new quotations:

AMMUNITION—
Dominion Cartridges—All metallic ammunition, rim and centre fire, blank and shot cartridge and primers, list, less 42-2½-20 per cent.
Dominion Loaded Shells—
Crown, list less 40-20 per cent.
Sovereign, list less 37-2½-20 per cent.
Regal, list less 37-2½-20 per cent.
Canuck, list less 42-20 per cent.
American—
Rim Fire Cartridges, list, plus 5 per cent.
Centre Fire Cartridges, Pistol and Sporting, list, plus, 15 per cent.
Primers, list plus 15 per cent.

REDUCTION RECORDED ON MAYDALE NAIL HAMMERS

London, Ont.

Easier price levels have also been announced on the Maydale nail hammers. The revised quotations are approximately reduced 10 per cent. from the former levels:

NEVADA SILVERWARE ALSO REGISTERS PRICE DECREASE

London, Ont.

New lower prices have also been recorded on the Nevada line of silverware. The extent of the decrease is approximately 10 per cent. Following are some of the new net quotations in effect locally:

NEVADA SILVER—
Tea Spoons, No. 9, $8.40 gross or 75c doz. No. 10, $9.80 gross or 85c doz.; No. 11, $11.25 gross or $1 doz.
Dessert Spoons, No. 12, $1.70 doz.
Table Spoons, No. 13, $1.95 doz.
Dessert Forks, No. 14, $1.70 doz.
Table Forks, No. 15, $1.95 doz.
Jumbo Dessert Forks, $2.20 doz.
Jumbo Table Forks, $2.40 doz.

FIFTY-CENT DECLINE IN POULTRY NETTING STAPLES

London, Ont.

The new prices on poultry netting staples are 50 cents per 100 lbs. lower than previously. The revised quotations follow:

In 100 lb. kegs, $7.50 per cwt.
In 25—lb. boxes, $8.50 per cwt.
In 10—lb. boxes, $9.00 per cwt.

SNAP HAND CLEANER AT SLIGHTLY EASIER LEVEL

London, Ont.

Makers of Snap hand cleaner announce new lower prices. Three dozen to a box will now sell for $4.50 a case, and $1.90 is the revised level for one dozen tins.

EASIER PRICE LEVELS ON SINGLE BARREL GUNS

London, Ont.

Easier prices are now recorded on single barrel shot guns. The revised prices vary on the different styles, the reduction averaging around 15 per cent.

SUBSTANTIAL PRICE DROP NOTED ON CUT NAILS

London, Ont.

Following the recent decline in prices on wire nails, a fifty cent decrease is now recorded in quotations on cut nails. The revised level is $4.35 base.

PRICES ON WINCHESTER ARMS SLIGHTLY REDUCED

London, Ont.

Rifles and guns of the Winchester make show a revision on the various models, with a slight reduction in most numbers. The reduction carries, but includes new lower quotations on all models.

IRON RIVETS AND BURRS HAVE NEW DISCOUNTS

London, Ont.

A slight reduction has been made in quotations on iron rivets and burrs. Discounts in each case have been changed from 50 per cent. to 52½ per cent. off list prices. Extras remain as formerly.

LOWER QUOTATIONS ALSO APPEAR ON STOVE BOLTS

London, Ont.

Quotations on stove bolts are also revised in the downward direction, in conjunction with changes which appear on other makes and styles of bolts. The new discount is 72½ per cent., compared with the previous figure of 67½. This reduction, therefore, is in the neighborhood of 15 per cent.

Winnipeg Markets

WINNIPEG, Jan. 12.—Several important reductions in prices on hardware commodities have been recorded this week. Among those featuring the current markets are reductions in prices on all wire products; affecting bright and annealed wire; barbed and fence wire; stove pipe wire; bale ties and wire nails. All kinds of bolts have also been reduced. Gasoline is down one cent. It is expected that on account of an export duty being placed on sisal fibre by the Mexican Government that rope prices may be higher in the near future.

SLIGHT REDUCTION NOTED IN GASOLINE QUOTATIONS

Winnipeg.

A decrease of one cent per gallon on all grades of gasoline is now effective. This change applies to all territories west of the Great Lakes. The new price will be charged at filling stations and supply centers.

EXPECT ROPE PRICES WILL BE INCREASED

Winnipeg.

The rope manufacturers advise that the Mexican Government has placed an export duty on sisal fibre, and this has had the effect of forcing up prices on all hard fibres. They further state that the market is quite strong and that they would not be surprised to see higher prices ruling on cordage. Following are the prices now in use.

ROPE—

British Manila—¼ in., 5-16 in., 22½c; ⅜ in., 22c.; 7/16 in., ½ in., 9-16 in., 21½c.; ⅝ in., 21c.; ¾ in., and larger, 20½c.

Pure Manila—¼ and 5-16 in., 26½c. ⅜ in., 26c.; 7-16, ½ and 9/16, 25½c.; ⅝ in., 25c.; ¾ in., 24½c.

Sisal—¼ and 5/16, 20½c.; ⅜", 20¼c.; 7-16, ½ and 9-16", 20c.; ⅝". 19½c.; ¾", 19c.

DECREASE IN PRICE ON WIRE NAIL BASE

Winnipeg

The base price on wire nails is now reduced to $4.55 at Fort William and $5.15 at Winnipeg. The extra for blued and coated nails has also been revised downward, from 50 cents to 35 cents.

LOWER PRICES ON WIRE AND WIRE PRODUCTS

Winnipeg

Lower quotations are given this week on coiled spring, annealed, bright market and stove pipe wire. Following are the prices now in effect:

WIRE—

Coiled Spring.

Galvanized.

No. 9	$5.65 per 100 lbs
12	5.85 per 100 lbs.

Plain

No. 9	5.60per 100 lbs.
12	5.80 per 100 lbs.

Annealed Wire

0 to 9	$5.00 per 100 lbs.
10	5.06 per 100 lbs
11	5.12 per 100 lbs.
12	5.20 per 100 lbs.
13	5.30 per 100 lbs.
14	5.40 per 100 lbs.
15	5.55 per 100 lbs.
16	5.70 per 100 lbs.

Bright Market Wire

0 to 9—$5.25 per 100 lbs.; 10, $5.31 per 100 lbs.; 11, $5.37 per 100 lbs.; 12, $5.45, per 100 lbs., 13, $5.55, per 100 lbs.; 14, $5.65 per 100 [illegible]; 15, $5.80 per 100 lbs.; 16, $5.95 per 100 lbs.

Stove Pipe Wire.

18, $9.05 per 100 lbs.; 19 $9.55 per 100 lbs.

REVISED LOWER PRICES NOTED ON BALE TIES

Winnipeg

Lower prices have been announced this week on bale ties. This revision corresponds with the changes effective on other wire products. The latest quotation F.O.B. Winnipeg is 6.50 per 100 lbs.

EASIER PRICE LEVELS NOTED ON BARBED WIRE

Winnipeg

Lower prices are recorded this week on barbed wire Following are the revised quotations.

Lyman $4.60 per spool.
Glidden $4.30 per spool.
Baker $4.20 per spool.

CARRIAGE AND MACHINE BOLTS NOW COST LESS

Winnipeg

Lower prices are in effect this week on carriage and machine bolts, and following are the new discounts:

CARRIAGE BOLTS—⅜ inch and smaller, 6 inch and shorter, 37½ per cent.
⅜ inch and smaller, over 6 inches, 30 per cent.
7-16 inch and larger, 30 per cent.

MACHINE BOLTS—⅜ inch and smaller, 4 inch and shorter, 47½ per cent.
⅜ inch and smaller, over 4 inch, 32½ per cent.
7-16 inch and larger, 32½ per cent.

LOWER PRICES APPEAR ON FENCE STAPLES

Winnipeg

A reduction is made this week in the price of fence staples. Following is the new price on bright iron fence staples.

At Fort William $4.85 per 100 lb. keg.
At Winnipeg $5.45 per 100 lb. keg.

REVISED DISCOUNTS ON STOVE AND PLOW BELTS

Winnipeg

In keeping with reductions on carriage and machine bolts, other lines of bolts such as stove, plow, tire, and sleighshoe, have also been reduced and following are the revised discounts:

MISCELLANEOUS BOLTS—
Stove Bolts, 70% off; Plow Bolts, 20% off; Tire Bolts 42½% off; Sleigh Shoe Bolts, [illegible] off; Shaft Bolts, 15 per cent. off; Step bolts, 15 per cent. off; Coach Screws, 45 per cent. off.

Pittsburg Markets

PITTSBURGH, Jan. 9, 1922—The outstanding feature of the steel situation this week is that the mills are operating at a better rate, and have more business on books, than would be expected from the reports given out quite universally in December of there being a very dull market in steel products. Production and shipments, of course, constitute the crucial test of conditions in steel. Sometimes mills are disposed to paint the picture of their condition in colors that are somewhat too bright, but now it appears they have been selecting more sombre colors than were justified. Perhaps the explanation is the highly competitive market that has existed for months, the individual mill now being fearful lest its competitors think it has acquired more business than its share, and accordingly turn in and compete more strenuously still.

There has been very little closing of mills over the holidays, not enough to make any material difference in a month's production of the industry, and there is a distinct possibility that mills will be operated at a higher rate at the middle of this month than they were at the beginning of December. If this occurs it will be due to buyers having started to replenish stocks, which they reduced to the absolute minimum, far below normal, as the old year closed.

At the beginning of 1921 many buyers had stocks of no small importance and some buyers added to stocks in January and February, not slowing down mill deliveries to them in keeping with the decrease in their actual consumption. Afterwards there were the most strenuous efforts to liquidate stocks. It was during this process of liquidation that steel production, at the middle of July, fell to a rate of no more than 20 per cent of capacity, represented by a rate of steel ingot production of barely over 10,000,000 tons a year. So low a rate could not possibly be representative of actual ultimate consumption, even if business generally was decidedly dull.

Reduction in Price

The American Steel and Wire Company has reduced its price on cold rolled strip steel from 3.75c to 3.50c, on account of continued cutting of the 3.75c price by independents. Otherwise nothing at all has occurred in the matter of steel prices in the past week. The market is really quite steady, both in that few changes are occurring in quotable prices from time to time, and in that the ordinary market prices are subject to much smaller concessions, for large and attractive orders, than was the case a few months ago.

To illustrate, the open or regular prices on bars, shapes and plates last August were several dollars a ton higher than regular prices now, yet a very large order could possibly be placed at as low a price then as now. The great increase in market steadiness is likely to encourage buyers to take hold in a broader way, instead of doling out orders for single carloads each at the last minute.

Gets Helpful Ideas From Complaints

Frequently Complaints Regarding Paint And Varnish Contain Some Suggestion Which Can be Turned to Good Advantage--- Worth While to Keep Record of Jobs Done And Analyze Complaints Carefully.

A GOOD RESOLUTION to make in connection with the paint department at the commencement of another year is that complaints made by customers will receive adequate attention and steps taken toward improvement wherever such can be achieved as result of the complaint. It will surprise the merchant just how many good ideas can be brought out in analyzing customers' complaints. They happen in the best stores, for it is not always easy to handle a large group of customers who may represent greatly varying types of temperament. So, as they are bound to come, some fixed policy should be adopted in handling them.

True the majority of complaints can be based upon the abuse of the paint, varnish, etc., rather than upon any defect in the goods, but the unusual will sometimes occur and it is safe to be prepared for any eventuality. The tendency of some merchants to immediately blame the goods is one which should be changed because it is frequently doing the manufacturer an injustice, and both the merchant and the customers will benefit if the matter is fully explained to the latter and directions given concerning the application of paint so that the difficulty can be overcome in future.

Roughly there are three classes of complaints, one where the trouble is in the goods, secondly where the fault is not in the goods, and thirdly where it is not easily apparent where the trouble lies. Unfortunately the largest percentage of complaints belong to the latter class. In some cases where poor grades of paint are used the fault lies with the goods and unfortunately people who find trouble with such paints cast aspersions upon all brands. The necessity of studying the question is therefore apparent.

To Study Complaints

Each retailer should have in his employ at least one man who will make a study of the practical paint problems. He should know what conditions produce bad jobs and how to detect them, if they may be detected.

Many "bad jobs" can be avoided by a little care in making the sale, being sure that goods adapted to the existing conditions are sold. It is always advisable in selling an "outside house job" to keep a record of the sale, which should show type of building, elapsed time since it was last painted and kind of paint used at that time (if new it should state nature of lumber). It should show also the size of building, colors and brand and amount of paint sold and, if possible name of painter who did the work. If oil or other thinners and dryers, etc., were sold at same time to the same buyer, such note should show kind of oils, etc., and amount sold.

"Too much trouble," says some merchant. Just a little, it is admitted, but this will save you "troubles galore" and save many an unjust demand in the future. It will be a basis for a great "follow up" sales campaign after five or six years, if you sold good paint the first time.

Given this record to start with your "adjuster" has at least a fair chance to change what probably would be No. 3 type complaint, to one which can be more easily settled.

Investigate Promptly

Each complaint should be investigated as promptly as possible. The investigator should get all possible evidence at the "job," making pencil notes at the time, but reserving any decision or explanation until he has given the problem careful thought after weighing all evidence. This method usually convinces the customer that his problem is considered important, and if a decision, contrary to his ideas, is given, he is more easily convinced that it is just. After all, justice must be the keynote of any settlement. Avoid saying at once, "This paint (or varnish) must have been an 'off lot,' I will at once put it up to the

(Continued on page 102)

Rapid Growth In Canada's Paint Industry

Industry Was Represented With 26 Plants in 1910 And Now There Are 45 Plants—Importance of Quebec Province in Paint and Varnish Industry

"IT WOULD possibly be a conservative statement that from seventy to seventy-five per cent. of the total capital invested in Canadian White Lead, Paint and Varnish undertakings is employed in Montreal. Moreover its executives, staffs and work people are employed in similar ratio at the metropolis," said George Henderson, President of Brandram-Henderson, Ltd., Montreal, in discussing with Hardware and Metal the paint and varnish industry of Canada.

"The dominating position of Montreal as a manufacturing centre is recognized to be due in very large measure of course, to geographical reasons, and this is undoubtedly the chief explanation for its situation in relation to the manufacture of paint products; but we are bound up with the activities of other provinces not only because large quantities of some of our most important raw materials are derived from them, but also because some of the Montreal establishments have branch factories at other points in the Dominion, and one or two manufacturers with headquarters elsewhere have branch factories in Montreal.

"The following are some particular reasons why Canada's commercial capital occupies such a favorable position for our trade. From our national resources we are now able to secure two of the most important of our raw materials in very considerable quantities, and were lead and linseed oil the only materials necessary, the western prairies or British Columbia might be the natural locations for our manufactories, but large quantities of these and other products are imported from Europe, South America, the Eastern States and elsewhere, so that Montreal's advantage as a port and railroad centre is very great. As the centre of many large industries and population there is also a large consumption of paints in the vicinity, and the facilities for distribution to all other parts of the country, or to export markets, are of great advantage. The availability of skilled and unskilled labor is also a point of no mean consideration.

"The paint and varnish industry in Canada is represented by about 45 establishments with an investment which in 1918 amounted to $15,784,610. The total value of the output of these factories for that year was officially computed by Dominion Bureau of Statistics to be $17,678,049, and were considered conservative by the trade. It is likely that total value of upwards $25,000,000 was represented by production of 1920. Considerable decrease in values and the contraction of business during 1921 will account for a reduction from these figures, but it is yet much too early to secure reliable data.

"The growth of the industry computed by actual quantities of output in the last decade has been great, and competition has been one of its healthiest aids; for in 1910 there were only 26 establishments actually producing paint materials, and the estimated 1920 output of upwards of 30,000,000 gallons of paints

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Paint Display for Farmers' Exhibition

One of the novel ideas employed by Em. Rousseau and File, hardware merchants of Nicolet, Quebec, in connection with paint business is the use of a booth at the local farmers' exhibition. The booth arranged on the occasion of the exhibition of the Farmers' Club of Nicolet is shown herewith. It will be noted that a small desk and chair has been provided on which color panels and samples of various paints are arranged within easy reach. This enabled the firm's representative to discuss paint matters in comfort with prospects. Such educational work has been found effective in bringing farmers to a realization of the value of paint for use on farm buildings, implements, etc.

SERVICE

CONFIDENCE

FAIR DEALING

Friendship Scores Again

WHILE it would be interesting to know how Mr. H. S. Osborne of the Osborne Hardware, Galt, felt when his opening order for Paints and Varnishes, amounting to several hundred dollars, was unloaded at his door—it is of greater moment to know just what his attitude *now* is toward "Those people whose reputation and proposition was so enticing."

Mr. Osborne has this to say after almost two years of experience—"We are delighted to tell you that we practically doubled our Paint business since taking on your proposition, and find your Products, Service and Relationship perfectly satisfactory in every respect."

Among other expressions was this one—"We can say no more of our satisfaction as your representatives than this—'if our best friend were starting in the Paint Business we would recommend your Agency.'"

"Doubled his Paint business." "Perfectly satisfied." With our Ideals justified and our Reputation established by faithful and satisfied associates—we *must* set the pace and maintain it. We have no alternative.

"Business is principally a matter of Principles."

Lowe Brothers, Limited.
PAINTMAKERS – VARNISHMAKERS
TORONTO – CANADA

Weekly Paint Markets

Montreal

MONTREAL, January 12,—Although no actual price change can be recorded on any product in the local paint markets this week, the continued strong position of turpentine and linseed oil attracts attention. The fact that current quotations on turpentine show a recession in other domestic markets is sufficient proof that the continued lack of buying is a strong factor to be overcome in the maintenance of a steady to firm market. However, local prices are unchanged, with the position of this product at production centres strong enough to offset any weakness through quiet demand. Linseed oil is also quiet but with inventories now taken and stocks in most cases found low, an increased volume of buying is now anticipated. Local dealers look for the remaining weeks of this month to mark the close of the inactive period.

Little change has yet taken place in window glass, and the market is in practically the same position as last week. Although there is no immediate sign of higher prices, distributors are convinced that any price development will be in the nature of an advance. An improvement in the Belgium market and higher transportation rates is still firming the situation. Paint manufacturers are unanimous in their opinion that a steady market will continue on paint, varnishes, and sundry lines, throughout the active spring season. With salesmen again on the road, increased buying is again looked for after the quiet period of the past week owing to the holiday and inventory season.

INCREASED DEMAND REQUIRED FOR TURPENTINE IMPROVEMENT

Montreal.

Turpentine prices locally are unchanged and the quiet market for some time past has failed to cause any easier tendency up to the present. Although this is a strong factor pulling towards a downward trend, the position of this product of primary centres is strong enough to offset any sign of weakness.

Stocks locally are still very light and any tendency displayed at productive centres has a direct bearing on this market. As increased demand is all that is required for the continuance of a firm tone in the market, this is expected to improve in coming week. Dealers have now taken inventories, and in most cases they have found small stocks on hand, and buying should be more active to take care of the earlier spring demand.

In Southern markets there is already a slight improvement in this direction and although purchases are on the whole of a hand to mouth nature, there is every reason to believe that sales will become larger from now on. Quotations locally are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	$1.17
2 to 4 barrel lots	1 15
Broken lots	1 27

LINSEED OIL PRICES UNCHANGED: MARKET FAIRLY FIRM

Montreal.

With a quiet demand still prevailing, linseed oil remains much in the same position as in the past few weeks. Current quotations are unchanged at 81 and 83 cents for raw and boiled oil respectively in one barrel lots, with a price one cent in advance quoted in some quarters. The undertone of the market again shows a fair amount of firmness, notwithstanding the continuous lack of interest on the part of consumers. In outside markets there seems to be a fluctuating tendency in oil prices, although reports in general indicate a slightly better demand, and every indication that it will improve as the weeks pass. Locally, much the same is anticipated and the remaining weeks of the month are expected to close the inactive movement to a great extent. Local quotations are the following:

LINSEED OIL—

	Raw.	Boiled.
1 to 2 barrel lots, per gal	0 81	0 83
3 to 5 barrel lots, per gal	0 79	0 81

Less barrels, add 10 cents per gallon.

Toronto

TORONTO, January 12.—The rapid increase in turpentine prices, both on the primary and domestic markets, provides the feature event in the current paint markets. From showing easier levels on the local report last week, prices have recovered the drop then recorded and have jumped another ten cents per gallon. These revisions bring the average quotations to $1.30 for one barrel quantities.

The reason for the spurt in southern prices is attributed to the fact that current requirements are absorbing the new receipts, which are seasonably restricted at this time of the year. Calls for supplies from stocks on hand, therefore, are stated to be creating the present firm situation.

RAPID ADVANCE IN TURPENTINE QUOTATIONS

Toronto.

The sudden spurt in turpentine quotations attracts special attention, due particularly to the extent of the increases. As pointed out in last week's report, a strong upward tendency was noted on the primary markets, and the local drop of 5 cents per gallon was due to easier exchange rates and the current dullness. Towards the end of last week this price was recovered, to be followed by another increase of 5 cents per gallon locally, thus directly reflecting the higher levels in southern production centres. This increased tendency continued, and nominal prices have generally been further advanced to the level of $1.30 per Imperial gallon in one barrel lots.

Quotations at Savannah rapidly advanced more than ten cents per gallon, and the market is described as of a speculative character with producers at present in a statistically strong position. This firmer trend may be in evidence for several weeks, until new receipts will be available in March. Sales have been heavier in the south than receipts, thus increasing the value of producers' holdings. Local enquiries for turpentine are more numerous than at this time last year. There is also very little on hand at local distributing points, but fresh supplies are expected.

TURPENTINE—	Imp. gal.
1 barrel lots	$1 30
2 to 4 barrel lots	1 29
5 gallon lots	1 45

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon additional.

MAINTAIN CURRENT PRICE LEVELS ON LINSEED OIL

Toronto.

There is little new to record in linseed oil as far as prices are concerned, the current levels still being maintained generally. The paint and varnish trade, however, reported as showing a keener interest in oil in certain quarters than has been recently apparent. Stocks of linseed on hand are described as moderate. Buyers however, are not disposed to break away from the hand-to-mouth policy which has characterized purchases in recent months.

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 84	0 87
3 to 4 barrel lots	0 82	0 86
6 to 9 barrel lots	0 81	0 84

Less barrels, add 15 cents per gallon.

HILLCREST
A GUARANTEE OF QUALITY

HILLCREST
A GUARANTEE OF QUALITY

Hillcrest Paint Products

Now for Spring Sales

It's time to plan your Spring stocks and Spring sales. There is an advantage in taking an early moment to assure preparedness.

Sort your stock. Make your plans. Have an assured stock of Hillcrest Paint Products ready for the earliest Spring customers.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Watch for our Semi-Monthly Bulletin Next Saturday

If interested tear out this page and place with letters to be answered.

BOSTON VARNISH CO.

The annual Christmas Tree Party, which for several years has proved an enjoyable affair for the employees of the Boston Varnish Co., this year took on an unexpected significance to the factory and office organizations. The affair was bristling with Christmas spirit and when all gathered around the tree considerable amusement and pleasure was derived from the exchange of gifts, both useful and comic. F. V. Bray, Assistant Advertising Manager, acted as Santa Claus and distributed the gifts accompanied by many humorous and appropriate remarks. The climax came at the height of the festivities when James B. Lord, President of the company, announced that the company would pay to all the employees their regular bonus as heretofore, based on a percentage of each individual salary on the ratio of one per cent. per year, according to term of service.

PRATT & LAMBERT SALESMEN MEET

To make 1922 a big year for the paint and varnish industry generally, and for Pratt & Lambert Inc., specially, was the inspiring slogan of the Salesmen's Convention.

President J. H. McNulty, in discussing general conditions, predicted a successful year for the industry, emphasizing the constructive work of the "Save the Surface" campaign. He stated that today dealers appreciate, as never before, intelligent co-operation.

Other speakers included, A. D. Graves, General Manager; R. W. Lindsay, Manager Industrial Sales; F. W. Robertson, General Superintendent; W. P. Werheim Advertising Manager. Salesmen in Canadian territory assembled with the Central Division men at the Buffalo plant, January 9-10.

C.P.O. & V. ASS'N AND LEAD ASS'N ANNUAL MEETINGS ON FEB. 9

The annual meeting of the Canadian Paint, Oil & Varnish Ass'n. will be held February 9th. The Lead Ass'n. will hold a meeting on the same date.

CANADA'S LINSEED INDUSTRY

(Continued from page 94)

continue as one of the largest centres in the Dominion.

By-Products

When the oil is pressed from the seed, there are two by-products entering into the industry which find a ready market in stock raising circles. These are oil cake and linseed meal, both considered second to none as fat producing foods for live stock. The market for these is wide and export markets consume about 75 per cent. of the total year's run. Here again is where Montreal's geographical location is advantageous, many ocean going steamships calling at the port and conveying supplies to practically every other port in the world.

ONTARIO RETAIL HARDWARE ASSOCIATION PROGRAM

(Continued from page 93)

in life and men who will inspire you with higher ideals, the kind that help everybody and hurt nobody.

The foundation and structure of our Association is based upon increased numerical strength, retaining membership already obtained, having members grow and broaden through mixing with others at Conventions, and rising with the experience gained in their daily business.

The exhibition this year will absolutely eclipse any ever held in former years. There will be thirty more exhibitors. The Retailers' Banquet and entertainment on Wednesday evening will be a big feature of the Convention.

I am sure you will find a trip to Hamilton this year both pleasant and profitable, and I take pleasure in extending to each and every hardware man in Ontario a sincere and cordial invitation to "come."

Nelson Mills, President.
Hamilton, Ont., January 14, 1922.

GROWTH OF PAINT INDUSTRY

(Continued from page 104)

and varnishes is probably twice or thrice that of 1920.

"As a result of the co-operative educational effort conducted by the trade in the "Save the Surface" Campaign, the business of 1921 has unquestionably been better than could otherwise possibly have been the case because the reasonableness of arguments used has assured their active acceptance. It is confidently expected that this improvement will become much more accentuated during 1922, since an outstanding characteristic of the campaign is its cumulative value. Along with this it must be realized that Canada will attract a large immigration for many years to come and will also take a growing place in the great export markets of the Atlantic and the Pacific, all of which must spell unlimited opportunity for our own and other industries which are built up and maintained on a quality basis."

EXPLANATION AND CORRECTION

In the Christmas Greeting advertisement of The Coleman Lamp Company, on page 39, December 17 issue of Hardware and Metal, two illustrations appearing inadvertently may have caused a misapprehension. Owing to an error in our mechanical department two illustrations of lamps belonging to another firm were wrongly inserted in place of two illustrations which should have featured Coleman products. The announcement was one in which the Coleman Lamp Company, Limited extended seasonal greetings to the hardware trade of Canada but the inclusion of the two cuts as shown was not intended by the Company, and as previously stated was due to an error. "Advertising Department, Hardware and Metal."

HELPFUL IDEAS FROM CUSTOMER'S COMPLAINTS

(Continued from page 103)

manufacturer." After such a comment it is almost impossible to convince a customer that any paint you sell is not an "off lot."

It often is advisable to have the manufacturer send an expert to look over the job with the dealer's paint man, but it is bad judgment to have this man do all the investigating and adjusting. You or your man may learn a lot from each bad job. This knowledge is valuable.

Many dealers believe the customer must be satisfied regardless of the justice of the claim. If it is impossible to prove where the fault lies, forget not that ninety-nine times out of a hundred the fault is not in the goods and if you make allowance, be sure to convince the customer that you believe the goods are right, but as the truth cannot be shown, you give him the benefit of the hundredth chance even though it be a probable injustice to the goods and manufacturer and yourself.

To sum up, you want, first a record of the sale and conditions at time of sale; second, a careful investigation at time of complaint by competent man; third, a little detective instinct to "smoke out" the truth if dishonesty was mixed with the goods; and finally, a diplomatic way to refuse when you must refuse, and perfectly honest admission when the goods show faulty without due cause.

It is wise to give the customer the benefit of the doubt. With the majority of manufacturers you will find this same spirit shown, but don't be unjust to the manufacturer because you think he is easier to handle than is an irritable customer. It will pay you to be fair to both.

No customer will respect you or trust you if you don't believe in your own goods and the men who make them.

FROM THE CRUCIBLE

(Continued from page 17)

(English)

ness the new day whose coming is already heralded. May it be a happy and prosperous day for all your readers and for everyone."

(Signed) A. W. CURRIE,
(Signed)
Principal
McGill University, Montreal.

(French)

de l'acier ayant été la première à se ressentir du développement factice, causé par la guerre, a aussi été la première à souffrir de la stagnation qui a suivi. J'ai confiance, cependant, que les industries du fer seront les toutes premières à bénéficier de l'activité qui se prépare et dont nous avons salué joyeusement les encourageantes prémices. Puissent ce bonheur et cette prospérité être le partage de tous, et de vos lecteurs en particulier."

(Signé) A. W. CURRIE,
Directeur.

Kyanize

KY-A-NIZE

SANITARY FLOOR ENAMEL

"These Are My Helpers in Creating More Sales for You"

—Winthrop Wise

Back of the big campaign in the leading magazines, there is the most powerful array of store and window advertising you ever saw.

In addition to striking, attention-arresting cut-outs of Winthrop Wise, the twenty-four-hour-a-day salesman, we furnish handsome signs, display stands, window trims, hangers and literature. All proven sales-winners in pushing

Kyanize
KY-AN-IZE
SANITARY
FLOOR ENAMEL

The new coating for old floors, that *Kyanize* Agents everywhere are reaping a bountiful harvest on. A ready market awaits the *Kyanize* Agent who stocks this product—Our advertising brings it to the dealer's counter.

PROGRESSIVE DEALERS—The *Kyanize* Exclusive Agency is open to *only one* up-to-the-minute merchant in each locality.
If there is no Agent near you, write for our plan to-day—Now.

BOSTON VARNISH CO.
Everett Station 49, Boston, Mass., U.S.A.

Canadian Wholesale Distributors:
J. H. ASHDOWN HARDWARE COMPANY, LIMITED
Winnipeg Edmonton Calgary Saskatoon
Bogardus, Wickens, Limited Robertson, Foster & Smith Ltd.
Vancouver, B.C. St. John, N.B.
Townsend Paint Manufacturing Company
Montreal, P.Q.
Sturgeons Limited
Toronto, Ontario

A Reminder on

There are two ways

Livingston

"Fire Boiled"

THE STENCIL

The outward mark, or stencil, of Fire Boiled

Our "Fire Boiled" or "Kettle Boiled" is known from coast to coast as Baden Oil.

It has been recognized for the past 57 years as the Standard Linseed Oil.

The name "Baden" signifies everything good that can be said of linseed oil. It is the merchant's and the customer's guarantee that the oil is the best that can be produced.

The Premium on "Baden Boiled" Oil over Raw is three cents

The Dominion Linseed

BADEN TORONTO

If interested tear out this page and place with letters to be answered.

Boiled Linseed Oil

you can distinguish

Brand Oil

"Steam Boiled"
AND PREMIUM

Our "Steam Boiled" or "City Boiled" process is the modern method to effect speed in manufacture. When you buy oil insist on knowing whether it is "steam" or "kettle" boiled.

The name "Livingston" on any barrel of oil means that the contents represent the result of over half a century's experience.

The outward mark, or stencil, of Steam Boiled

The Premium on "Steam Boiled" Oil over Raw is one cent

Oil Company, Limited

MONTREAL WINNIPEG

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
14 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor- $14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2....$2 50 Group 3..$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12, each	$0 50
12 or less than 50, each	0 45
50 or less than 125, each	0 43
Bbl. lots of 125, each	0 39

"Reliable" Ignition, 2½x6 inch.

less than 12, each	0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots 125 each, each	37½

F.o.b. factory, Toronto. F.o.b. warehouse, Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 60 per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30 00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 35%.
Gilmour Auger Bits, 10%.
Gilmour Eye Augers, add 5%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	8 75
30-gal. extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 20%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.

Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
do., Toronto	0 23
No. 4	32 50
Rods, base ½ to 1 in., round.	
Do., Montreal	0 23
Do., Toronto,	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 10%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 15%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.
Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.
F O B Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.
Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$3 43
Good Morning	1 37
Lookout	1 88
Sleepmeter	2 06

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$16 00	32 00
5 ft.	18 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100) ft
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F o b Montreal, Toronto, London.

CLOTHES LINE REELS

Doz. ne[t]

No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Proof	Weld B.B.B.
7-16 in	11 25	13 25
½ in.	11,00	12 50
⅝ in.	11 25	12 80
¾ in.	11 00	12 50
3-16 in.	$17 80	$20 25
⅜ in.	11 75	13 75
¼ in.	16 25	18 75
5-16 in.	13 75	15 50

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 20

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb.	0 39	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs. — Montreal, $7.75; Toronto, $8.00; London, $7.75.

DAMPERS—

	Doz.
Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

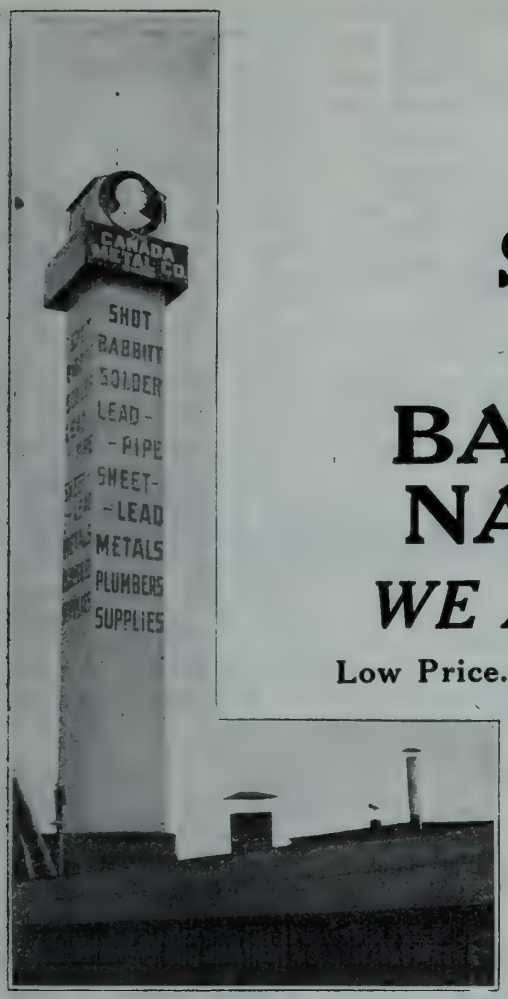
2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.



SHOT

SHEET LEAD
LEAD PIPE
BABBITT-SOLDER
NAILS-BALE TIES

WE ARE LIVE METAL MEN

Low Price. High Quality. Immediate Shipment.

THE CANADA METAL CO., LTD.

TORONTO

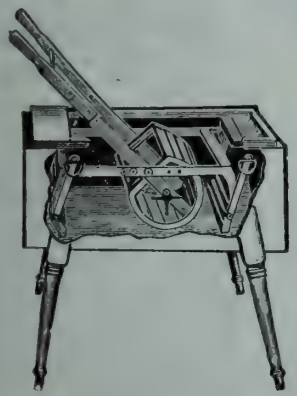
Hamilton Montreal Winnipeg Vancouver

The "SCHULTZ QUALITY LINE"

Of wood products will make regular customers out of casual customers. These goods attract immediate attention and demonstrate easily

An Elevating Clothes Bar should be in every kitchen. Saves countless steps.

Folding Clothes Bars require small space and are considered to be indispensable to the housewife.



The Knoll Washing Machine (illustrated to left) is the best hand-operated washer on the market. Easy running and durable. It will give reliable service to the customer and will sell fast.

Becker Automatic Ironing Board. Solid yet easily adjusted and readily stored in small space.

Write to-day for dealer prices and particulars of the full line to

THE SCHULTZ BROTHERS CO., LIMITED, Brantford, Ont.

DRILLS—Continued,

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 60 per cent. off.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	25%	25%
Malleable bushings	25%	28%
Cast bushings	27½%	28%
Unions	42½%	45%
Flanged unions	22½%	25%
Plugs, cast iron	27½%	28%
Plugs, solid	27½%	28%
Plugs, countersunk	27½%	28%
Couplings, 4 in. and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 22	0 32
C	0 14	0 22

FLY TERROR, per doz. $4 75

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

GRINDSTONES

Under 40 lbs. weight.	Per Cwt.
Smaller than 2 inch face	$5 25
Two-inch and over	4 50
40 to 80 lbs. weight.	
Under 2-inch face	4 75
2 ins. and over	4 25
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 2½, $10; 3, $11.50. F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.

Dodson	$4 60
Kling	4 00

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 60
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST

No. 30, 1-lb.	$10 20
No. 30, 1¼-lb.	11 00

Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING

	Per Doz
No. 1	$10 25
No. 2	11 25

HATCHETS, LATH

No. 3	$10 25
No. 4	11 25

HATCHETS, BARRELLING
Nos. 50, 60 $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater	$10 00
Heatray Heater	12 00

Discount 25%-33%, according to quantity.

Majestic, 1 Burner	$11 00
Do., 2 Burner	16 00

Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. Doz. sets.
Clark's No. 1. $2 22

HINGES, SPRING

No. 200 and No. 20, per gross	25 00
Ajax Floor No. 3111, per set	1 85
Reliance Door No. 270.	
Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	1 50	1 80
5 inch	1 90	2 20
6 inch	2 15	2 40
8 inch	2 40	3 20
10 inch	4 30	5 70
12 inch	6 90	7 10
14 inch	7 50	8 05
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$13 25
Do., ⅝ in., 100 ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$1 90
Potts, nickel plated, per set	1 95
Potts handles, japd., grs.	16 50
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS.

	Per doz.
Short or Long Globe, plain	$12 00
Do., Japanned	12 75
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	15 75
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold Blast genuine ruby	5 40 doz.

F. o. b. Factory.

LATCHES—

	Per doz.
Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 6	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century. Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—

Cutter, doz.	$10 00
Pick, doz.	10 00

F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS—

	Doz. net.
Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 35
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 60
Crank wringing	7 35
Smarts',	4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 06
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier. 25c over base.
Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto, $3.90 base.
Owen Sound or Collingwood, $3.90 base.
F.o.b. Montreal, $3.90 base.
Freight equalized on above points.
Sydney and St. John, $4.05 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.00.
Sault Ste. Marie, Port Arthur, Fort William, $4.15 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.35.
F.o.b. Toronto, $4.70.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

Brush Up!

There's a big trade waiting for the man who brushes up his paint department and decides to feature Simms Paint and Varnish brushes. These brushes are known by name and they're known by the work they do.

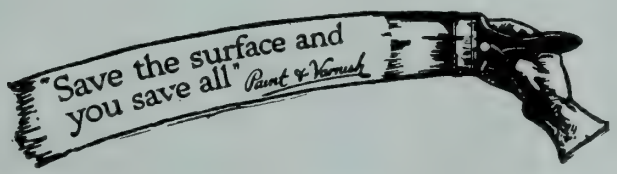
Most painters are familiar with this trade mark.

TRADE SIMMS SET IN RUBBER MARK

It is a name that means that the brush on which it is stamped is everything that a good brush should be. It means that the bristles will never budge from their vulcanized rubber setting, that the bristles, the handle, the ferrule and the setting are of irreproachable quality, and that the brush is perfectly balanced to do the most work without tiring the wrist.

Feature Simms and build a permanent trade.

T. S. Simms and Co. Limited
ST. JOHN, N.B.
MONTREAL TORONTO LONDON, Ont. WINNIPEG



If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell— Per 25-lb. box

No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 60
18 inch	5 50	48 inch	14 80
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... 0 80
2060 ... 0 88
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll ... 5 50
36-inch, per roll ... 7 15
48-inch, per roll ... 8 85
60-inch, per roll ... 9 85
72-inch, per roll ... 11 25
Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1 ... $15 00
Plumbers' ... 7 00
F.o.b. Montreal, Toronto.

OILS Toronto

Royalite, gal. ... 0 21
Palacine, gal. ... 0 24
Gasoline, net, gal. ... 0 32½
Above prices net.

Gallon
Black oil (summer) ... 0 23.1
Black oil (winter) ... 0 24.1
Capital, cylinder ... 0 75.6
Mach. oil, reg. grades ... 0 43.6
Imperial gas engine oil ... 0 63.6
Paraffine ... 0 23.6
List, less 10% on above.
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy ... $1.10
List less 15 per cent.
Polarine, per gal, list ... 1.15
Polarine, medium, list ... 1.15
Polarine, heavy, list ... 1.15
Polarine, ex-heavy, list ... 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic ... 1 45
Gargoyle Mobiloil, B ... 1 70
Gargoyle Mobiloil, BB ... 1 70
Gargoyle Mobiloil, A ... 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net ... $0.10 90
Do., tank wagons, net . 0.09.90
Do., tank cars, net ... 0.08.90
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute ... $0 17
Coarse jute ... 0 13
Hemp ... 0 36
Square braided hemp ... 0 38
No. 1 Italian ... 0 44
No. 2 Italian ... 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress Dry Sheath'g		1 45
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		10 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast
In barrels, 250 lbs., lb. ... 0 14
Barrels of 5 lbs., cotton bags, lb. ... 0 15
In kegs, 125 lbs., lb ... 0 16
In 50-lb. boxes, lb. ... 0 18
In 25-lb. boxes, lb. ... 0 19

Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs., case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

Per case
5 gross, 4-in. (loose) ... $2 25
4 gross (cartons), 4 in. ... 2 25
Spring, 2 grs. box ... 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen Wrot. Iron Blk.	Gen Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk	Steel Galv.	Gen Wrot. Iron Blk.	Gen Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 73
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain List
2 in., in 10-ft. lengths, list. $18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list. 29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., 3 in. ... 40%
4 in. ... 40/10%
5, 6 in. ... 40%
8 inch ... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ... 50/10%
8 in. ... net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. ... $13 25
Navy pitch, per bbl. ... 6 50
Coal tar pitch, per cwt. ... 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz. ... $13 20
Triumph, doz. ... 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box ... $17 50
20x28xIC, 112s, box ... 18 00
20x28 IX, 112s, box ... 20 00
20x28 IXX, 56s, box ... 11 25
20x28 IXXX, 56s, box ... 12 00

PLATES, CHARCOAL, TIN

Nominal

TERNE PLATES

IX, 20 x 28, 56s ... $14 00
IXX, 20 x 28, 56s ... 16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets ... $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles ... 2 40
12-oz bottles ... 4 80
1-qt. can ... 12 00
½-gal. cans ... 20 00
1-gal. cans ... 28 00
Net.

Liquid Veneer— Doz. Net
4-oz. ... $2 40
12-oz. ... 4 80
32-oz. ... 10 00
64-oz., each ... 1 84
128-oz., each ... 2 84

PULLEYS— Doz.

Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch ... 0 90
Do., 2¼ inch ... 0 95
Palmer's ... 0 90

PULLEYS, Clothes Line—

No. 58 jap'd ... $4 35
No. 158, galvanized ... 4 45
No. 59 jap'd ... 4 45
No. 159, galvanized ... 4 55

PUMPS

–	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 ... 6 00
No. 80 ... 8 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 20% from standard list.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

Toronto
Samson, 1 ply, roll ... $2 65
Samson, 2 ply, roll ... 3 10
Samson, 3 ply, roll ... 3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles
(4 Shingles in One), sq. ... 6 00
Everlastic (red or green) mineral surface, sq. 36" wide, ... 2 85
Do., 18" wide ... 3 30
F.o.b. Montreal.

Everlastic Liquid Roofing cement—
Per gal., in bbls... 0 70 0 70
5 and 10 gal. lots, gal. ... 0 85 0 85
1 gal. cans, gal., doz. 10 50 10 50
Coal Tar (refined), bbl. ... 10 25 10 50
Coal tar (crude) ... 9 00 9 25

Roofix Roofing Cement—
In bbls., per gal. ... 0 60
In ½ bbls., per gal. ... 0 65
In 5s and 10s ... 0 70
1 gal. cans, per doz. ... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis ... 0 23
Beaver Manila basis ... 0 20
New Zealand hemy basis ... 0 20
Double lathe yarn ... 0 18½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c, ⅜ in., 1½c; ¼ and 5-16 in., 2c, 3-16 in., 2½c extra.

Single lathe yarn basis ... 0 18
Double lathe yarn ... 0 18½
Yacht marline, tarred ... 57
Halyards ... 50
Beaver Halyards, wht. pol, ¾ in. basis ... 0 35
Hemp, deep sea line basis ... 50
Hemp, tarred ratline basis ... 46
Hemp, tarred bolt rope basis 46
Marline and Houseline ... 46

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application
Cotton, ⅛ in. ... 0 51
Do., 5-32 in. ... 0 50
Do., 3-16 in. ... 0 47
Do., ¼ in. and up ... 0 45
F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SANDPAPER

B. & A. sandpaper, less 5%
Star sandpaper, less 5%
B. & A. emery cloth, plus 25% list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F.H., bright ... 82½%
Wood, R.H., bright ... 80 %
Wood, O.H., bright ... 80 %
Wood, F.H., brass ... 77½%
Wood, R.H., brass ... 75 %
Wood, O.H., brass ... 75 %
Wood, R.R., bronze ... 72½%
Wood, O. H., bronze ... 70 %
Square cap ... 50 %
Hexagon cap ... 50 %
Set Screws ... 55 %

SCREWS, IRON BENCH, No. 14

1 in. ... $11 25
1⅛ in. ... 13 50
1¼ in. ... 15 65

SCYTHES Doz.

Cast steel ... 15 00
Golden Clipper ... 16 00
Little Giant ... 17 00
Bush ... 16 00

SNATHS Doz.

99 Patent ... $17 50
1 loop ... 16 80
2 loops ... 15 80
3 loops ... 14 70
Bush ... 18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

OUR POLICY—"Not for ourselves, but all for each and each for all."

Prompt Telephone Service

PRIVATE BRANCH EXCHANGE

North—3134	North—3137
" —3135	" —5862
" —3136	" —5806

*North—238

*—For Out of Town Business.

AERO QUALITY PRODUCTS

W. WALKER & SON LTD.

Wholesale Hardware and Iron Merchants

Back of You 100 Per cent.

That's Walker service:—The livest—best equipped--most modern wholesale hardware concern is now reaching out for greater development, backed by a business policy that commands success—for you and us—Walker service is *miles ahead* of what you have been used to—Stocks are new and well assorted—Our lines are representative of the best Canadian, American and British manufactures—everything in Hardware, coupled with a sales plan that *makes things hum*——That's us. By all means write for prices on your immediate requirements—*we ship same day as order is received.* Don't wait for our traveller. Grow with us because *we don't stand still.*

AERO QUALITY PRODUCTS

Always in Demand

Aero Shingle Stain, all colors
Aero High Gloss Enamel
Aero Paints, one gallon cans only, 6 gals. to case, White, Green, Brown, Grey and Cream
Aero Orange Shellac
Aero White Shellac
Aero Barn Red Paint
Aero Spar Varnish
Aero Japan Dryers
Aero Putty **Aero Floor Wax**
Aero White Lead

Owl Brand Roofing

Owl Brand Roofing, light weight
Owl Brand Roofing, medium weight
Owl Brand Roofing, heavy weight
Owl Brand Slate Surface Roofing Red and Green
Walker's Wizard Roll Roofing Red and Green
Walker's Wizard 4 in 1 Shingles
Write, Telephone or Call for our proposition

WE SELL EXCLUSIVELY WHOLESALE—AT RIGHT PRICES.

W. WALKER & SON LIMITED

10-16 Alcorn Ave. - TORONTO, ONT.

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright $4 40
Galvanized 5 40

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525. No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1. ... . $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen. nick. fittings. cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00

Double-pointed tacks, 65-25%.
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival Steel ...	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket ...	7 27
145— 5 ft.	Steel Pocket ..	9 20
175— 5 ft.	Linen Pocket .	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 30
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only

Parlor Queen, nick.. cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January 12, 1922. 65-25%.

12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway 25-10%
Jenkins Gate Valve 25%
Jenkins Globe 19%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%

F.O.B. Toronto
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.

Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans l,ist, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 10%.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.00; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs...	$2 75	$3 25	$3 50
Section, ½ lb. per 100 lbs...	2 85	3 75	4 00
Solid, 3 to 30 lbs., per 100 lbs...	2 50	2 50	3 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal. Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.80.
Annealed base, $3.80.
Galvanized base, $4.10.
Barbed wire, $4.10.
Coiled Spring Wire, 9 gauge, Toronto, $4.15; Montreal, $4.15.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 581E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Ese 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 9. 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London. Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 343.

(Say, that's a lot of Talks! Almost as garrulous as McClary's Wireless. T.T.)

BACK ON THE JOB!

Some of the "old boys" in the sheet metal line are due for a shock in 1922—They're going to find that it will be a "Happy New Year" compared to old 1921—

PROVIDED——?

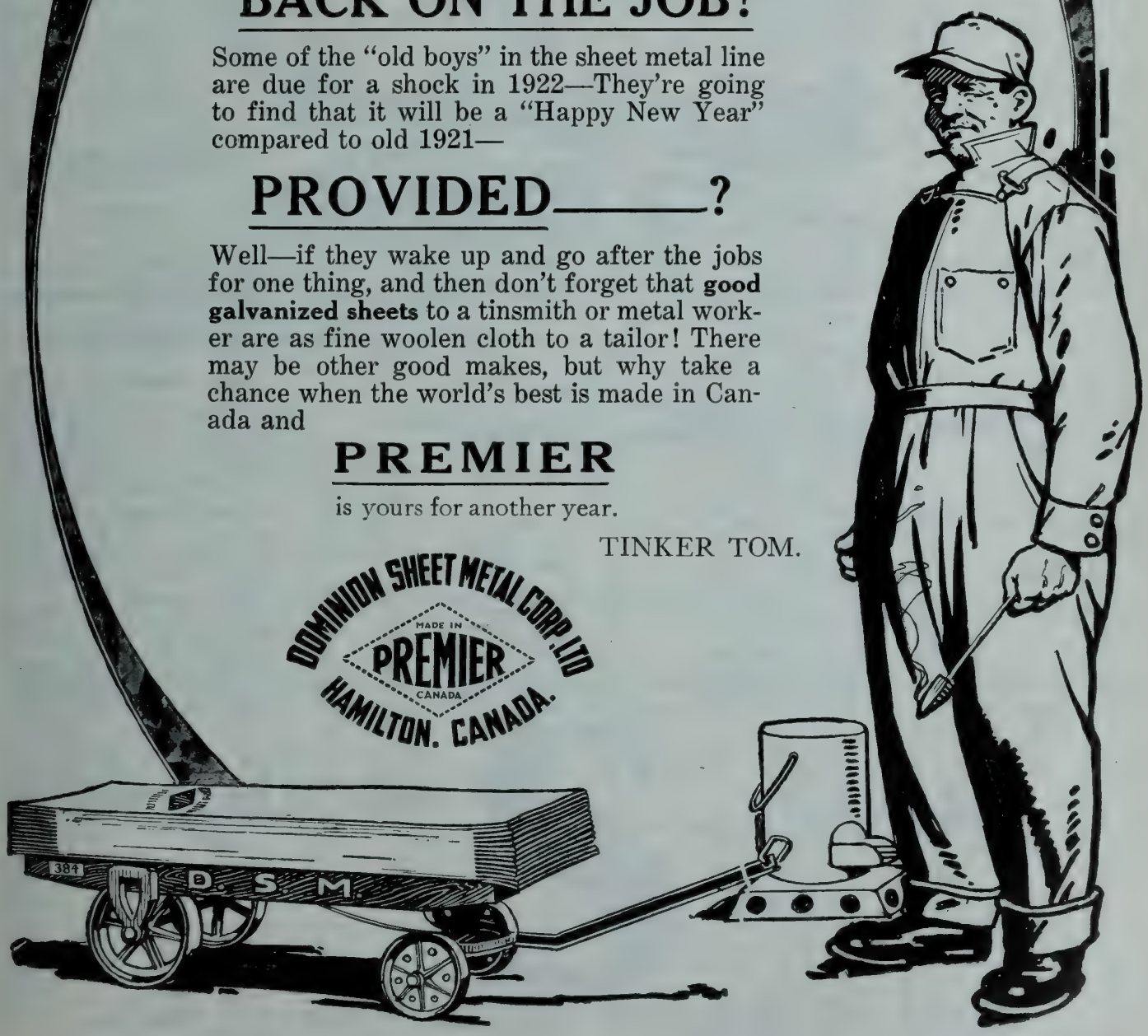
Well—if they wake up and go after the jobs for one thing, and then don't forget that **good galvanized sheets** to a tinsmith or metal worker are as fine woolen cloth to a tailor! There may be other good makes, but why take a chance when the world's best is made in Canada and

PREMIER

is yours for another year.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-06½
Drop black, pure dry 12-15
Golden ochre, 100-lb. kegs .. -05
White ochre, 100-lb. keg.. ..-06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 06-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING— per gal.
Ad-el-ite, white $4 00
Ad-el-ite, tints 3 75

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 30
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro, ... 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Floglaze 4 50
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18
Brantford "All Around, List prices,
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
96 to 100 ..... 22 60
91 to 95 ..... 20 80

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c per ½-lb pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.

Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ...	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure ..	12 75	13 20
Elephant Genuine ..	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ... Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls. ...	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs..	8 80	9 90

F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white| 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Lowe Bros., H. S. White, No. 32b 3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white 3 45
Martin-Senour, Neutone, colors 3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint 3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white ... 3 40
Pearcy's Prepared, floor 3 00
A. &E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint—

	Mont.	Tor.
Barrels, per gal......	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal. .	0 95	0 95
1s, per case, doz. ..	12 00	10 50

Everjet Black Enamel—

Crates 2 doz., 8 oz..	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal ...	0 75	0 95
1s (case 12 gals.)...	8 50	9 50

H. T. & A. Co.'s Creosote Oil—

Barrels	0 45
Half-barrels	0 50
5s and 10s	0 60

F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44

Terms, 1 per cent. 15, or 30 days net.

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. prints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

	Per 100 lbs.	
In barrel lots		
G., medium grade ...	5 00	7 50
Water white	7 00	9 50

SHELLAC

	Pure White.	Pure. Orange.
	Per Gal.	
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto. London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams .	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint, ...	1 75	2 00
O.P.W. Creolin ..	1 30	1 50

TAR

	Mont.	Toronto.
Coal tar, refined .	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER
High Standard 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 46
Do., Floor 4 00
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L., No. 61..... 5 04
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 28
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing ... 4 ..
Kyanize Interior and Floor . 4 85
Luxeberry light ..... 4 ..
Luxeberry granite .....
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 3 00
"C.D. Big 4" Exterior 5 00
Do., Do., Interior 4 50
"C.D. Big 4" Floor ..... 4 ..
C. D. General purpose 4 18
C. D. Furniture 2 25
Dougall Univarnish, clear.. **4 40**
Dougall Transparent, spar. **4 90**
Dougall Transparent, floor. **4 40**
Copalite ....
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto

WATER PAINTS
Rockface, bbls., 250 lb. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)

	White.	Colors.
Frescota	$7 50	8 50
5-lb. pkgs.		
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white...		8 75
Do., colors		9 25

Hygienis Kalsomine. per 100 lbs.

	White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts. ..	10 00	11 25

WASTE
Cream, polishing, 19c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16½c; XX, grand, 15½; XLCR, 14½; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 85
Anchor 0 38
O.P.W. Lion Brand 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 45
Champion white 0 50
Ad-el-ite paste 0 45
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls. 3 50

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.35
F.o.b. Montreal, Toronto, London

CURLING STONE

Headquarters

Mac's Special

Specially designed for us to suit our hard, keen ice. The weight is distributed in such a way as to give the running surface sufficient grip to hold whatever turn may be given, without any tendency to rock or roll.

Kay's Excelsior

Manufactured by Andrew Kay & Co., this stone has a world-wide reputation. An absolutely first-class stone that has given satisfaction wherever the game is played.

ACCESSORIES—We carry a full line of Accessories, Brooms and Boxes

BUILDERS' HARDWARE SPECIALISTS

Winnipeg Paint & Glass Co. Limited

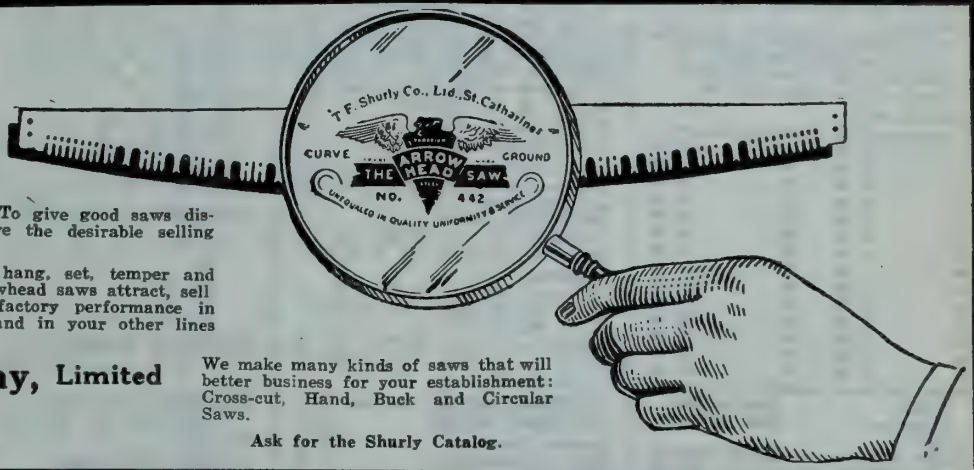
WINNIPEG CALGARY SASKATOON

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Window RED S Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.60; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smokeless List
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.R. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	64 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Ammunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	6 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discounts from standard list prices.

Irwin ....15% on list

Common .. ..30% off list

AXES

Single Bit $15 50 $19 00

Double Bit 24 00

Broad Axes 60 00

AXES, BENCH

No. 2 ....$ 20 52

No 3 .... 22 16

No. 4 .... 25 14

No. 5 .... 27 70

No. 6 .... 30 30

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in, and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.;

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 58%: over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, 3-8 in. and smaller, up to 6 in., 37½%; over 6 in, 30%, 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800 .... net prices

No. 804 .... net prices

No. 838 .... net prices.

No. 840 .... net prices

CARPET FELT Per Roll

16 oz.—50 lbs. 4 70

20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ⅜ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ⅜ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand — No. 0, $7.50; No 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ....$10 88

Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g. $4 40

100 foot, 19 g. 7 25

150 ft x 19 ga. 10 50

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 .. .. 0 58 lb.

DRILLS

See Eastern list.

Bit stock discount 40%

Blacksmiths' ½ inch shank...35%

Straight shank 35%

Do., wire 25%

Taper shank 25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe ... ... Discount 60%

Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable

Class A 55%

Class B and C, off new list. 65%

Bushings 20%

Unions, "Dart"—

¼ to 2-in. 18% and 25% off.

+, 2", 3½, 4", 5 and 25% off.

Nipples, 4 in. and under 45%

FRY PANS Each

Cast iron, No. 8........... $1 05

No. 9........... 1 10

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast .... $ 1 50

Short 1 50

Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05

No. 2 .... 1 15

Oblong, No. 8L 1 10

No. 9L 1 25

No. 3 .... 1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$18 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1., $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in x 3 ply 9 50

⅝ in. x 3 ply 11 00

¾ in x 3 ply 13 00

IRON GALVANIZED

Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 10

Mrs. Potts', No. 50, set 2 20

Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17 50

Lightning 17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c; 36 to 40, 32¾c.

LANTERNS

Cold Blast

No. 2 Japaned 13 50

No. 2. Coppered 16 25

No. 2, plain 12 75

Short Globe, doz. 12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 95
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.06.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	20 55
New Century	16 20
Canadian	10 85

MATTOCKS

Pick. $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .... $16 00

O-Cedar, No. 8 .... 10 00

Self-wringing 0 70

Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 10 50	$11 00
Empress		12 50	13 25
Daisy		7 75	8 00
Star		7 40	7 85
K—3-blade	9 60	10 25	10 00
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $4.55 base; Winnipeg, $5.15. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

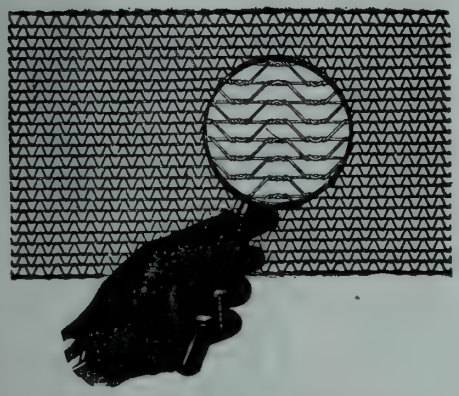


Illustration showing magnified view of weave

Lay Flat Poultry Fence

Lay Flat Poultry Fence is a comparatively new feature of the wire netting and fencing trade. It is a great advantage to users of these goods. The feature that pulls is, that it is made on the same lines as farm fence. It is a perfect fabric with hinged joints. It is strong, stiff, and straight; when unrolled it lies flat and straight. This requires no toprail, base-board or extra posts.

Let People Advertise Know! and Display Goods

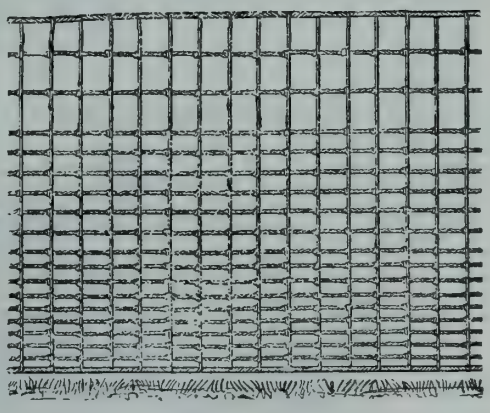
No. 1

Galvanized Poultry Netting Staples

Effective, reliable staples in galvanized, No. 1 size, 13 gauge. These are conveniently packed in 10-lb. boxes and 100-lb. kegs. Also barbed, blind staples, No. 2 size. In ½, ⅝ and ¾. Packed in 10-lb. boxes.

"L" Union Lock Poultry Netting

This is a handy, convenient netting that shows to advantage and sells well. The spacing of horizontal, or line, wire is: First six wires 1¼ inches apart; next three spaces are each 1½ inches apart; the next six spaces are each 2 inches apart. All spaces above 15th bar are 4 inches apart. There are ten rods in a roll (165 feet.) Bring this to your customers' attention now with good displays.



The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS
Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM
Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS— Gallon
Kerosene 0 23½
Gasoline 0 35½
White Rose gasoline 0 38½
En-ar-co Motor Oil, med. and heavy 1 10
Do., ext. heavy 1 10
Black (summer) 0 32
Black (winter) 0 33
Imperial kerosene tractor . 1 10
Capital cylinder 0 82½
Castor machine 0 50½
Imperial gas engine 0 70½
Discount 10%.
Polarine 1 25
Polarine A 1 25
Polarine heavy 1 25
Gargoyle Mobile A 1 70½
Gargoyle Mobile B 1 80½
Gargoyle Mobile BB 1 80½
Gargoyle Mobile E and Arctic 1 55½
Fuel oil 0 14
Discount 25%
Wm. Penn Motor, medium 1 25
Do., heavy 1 25
French C, medium 1 00
French A, heavy 1 00
Transmission, No. 1 .... 1 00
Steam Cylinder, No. 650C. 1 00
Volunteer, reg. gas engine 0 65
Century Caster Machine ... 0 52
Melrose Harvester machine.. 0 70
25% and 10%.

PAINTS, PREPARED
See weekly report.
(1 gallon can basis)
Stephens' white 4 10
Stephens' colors 3 75
Stephens' floor 3 70
Silkstone white 3 60
Silkstone colors 3 50
Stephens' barn 2 50
Stephens' barn, extra color 2 35
Lion white 4 10
Lion colors 3 75
H. D. floor 3 70
Velvetone white 3 60
Velvetone tints 3 50
Ramsay's white 3 95
Do., colors 3 60
Dultone, white 3 60
Do., colors 3 50
Martin-Senour, white 4 10
Senour's floor 3 70
M.S. Neutone, white 3 60
M.S. Neutone, colors 3 50
M.S. Red Schoolhouse 2 40
M.S. Standard Barn .. .. [illegible] 15

PAPER, BUILDING
Dry Fibre, No. 1 ... .$1 30
Sunrise 0 75
Anchor, tarred 1 20
O.K. tarred 1 20
Tarred Felt. 5 85

PICKS, CLAY
5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT
Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in	81 22	105 60
5 in	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS
Per barrel 6 75- 7 50

PLATES, CANADA
18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
[illegible]-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE Doz.
No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY
100-lb. irons $5 00
20-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS
Iron rivets, 30%; copper, No. 8, 42½c: No. 10, 46c; No. 12, 49¼c.

ROPE
British Manila—¼ in., 5-16 in., 22½c.; ⅜ in., 22c.; 7-16 in., ½ in., 9-16 in., 21½c.; ⅝ in., 21c.; ¾ in., and larger, 20½c.
Pure Manila.—¼ in., 5-16 in., 26½c.; ⅜ in., 26c.; 7-16 in., ½ in., 9-16 in., 25½c.; ⅝ in., 25c.; ¾ in. and larger, 24½c.
Sisal.—¼ in., 5-16 in., 20½c; ⅜ in., 20¼c.; 7-16 in., ½ in., 9-16 in., 20c.; ⅝ in., 19½c.; ¾ in. and larger, 19c.
Lath yarn, 18½c.
Cotton Rope—3-16 in., 51c.; ¼ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 75/5%; flat head, 77½/5%; oval head, 75/5%; round head, brass, 70/5%; flat head, brass, 75%; coach, 45 per cent.
Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES— Doz.
Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK
10 gauge 6 70
12 gauge 5 70
14 gauge 5 80
16 gauge 5 90
18-20 gauge 6 80
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 65
37½%.

STANDS Each
Washtub, Reverse Drip $4 15
Range boiler, 12 in. .... 1 [illegible]

SWEEPERS — VACUUM Doz.
Grand Rapids, nickeled $109 00
Household, japanned 97 00

SWEEPERS, TOYS, BISSELL'S
Little Daisy, per dozen ... 3 00
Little Queen per doz. ... 4 50
Little Jewel 14 00
F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $4.85, Fort William; $5.45, Winnipeg.

STEEL
Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel. $5.20 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—
20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 33 I.C. box 26 25
20 x 33 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$..
No. 1	2 85	5 20	3 8[illegible]
No. 1½	4 35	7 85	5 7[illegible]
No. 2	6 00	11 00	9 0[illegible]
No. 3	10 15	14 70	12 [illegible]

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
See weekly report.

TWINE (WRAPPING) Lb
Cotton, 8-ply cones 0 46
Cotton, 3-ply, balls 0 50
Cotton, 4-ply, cones 0 48
Cotton, 4-ply balls 0 32

VARNISHES—
Stephens' Luminette, gal....$4 00
Stephens' Exalite, gal. 4 75
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—
Scotch Grey Granitewear
Colonial Imperial Pearl, 30 and 2½% off.
Premier Canada Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list, plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain, 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms, list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.

Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50%.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE
Cream, polishing 0 24½

WHITE
XXX Extra $0 21
XX Grand 0 20
XLCR 0 19
X Empire 0 17½
X Press 0 16

COLORED
Fancy $0 17½
Lion 0 16
Standard 0 14½
Popular J 0 18
Keen 0 11½
Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs
Sectional $7 50
Solid 7 00

WELL WHEELS Doz.
Cast, covered, 8 in....... $11 60
Cast, plain, 10 in. 15 60
12 in. 18 84
14 in 24 00

WHEELBARROWS Each
U. S. ....$ 6 60
General purpose 7 90
Stone 18 75
Navvy, doz. 106 00

WIRE — BARB
Lyman, 4-point, $4.60, Winnipeg; Glidden Cattle, 2-pt., $4.30. Winnipeg; Baker, 2-pt., $4.20. Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $5.65. No. 12, $5.85; coil spring, plain, Winnipeg, No. 9, $5.60; No. 12, $5.80.
Patented screen in 100-ft. rolls $3.50 per 100 sq. feet.

WIRE — PLAIN
Bale ties, 14-gauge, single loop $6.50 Winnipeg, $5.90 Ft. William.
Brass snare wire, per lb., 90.

WIRE — ANNEALED
No. 9 $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT
Agricultural—
6-inch $5 25
8-inch 6 30
10-inch 7 75
12-inch 9 45
15-inch 12 60
Perfect Handle—
6 inch .... 15 [illegible]
8 inch .... 17 [illegible]
10 inch ....
12 inch ....
15 inch ....
18 inch ....

WRENCHES—PIPE
Trimo—40% off list
Stillson—30% off list.

Always Ready	Dozen Black	Dozen N. P
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz
Regent 69 00
New Eze 76 50
Universal $49 50

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, D RIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQU ARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND G ALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE W HOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON *WE* HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Does your Battery Business make friends as well as a substantial profit for you? If not you are not getting the best out of life.

NORTH STAR BATTERIES

will do both for you.

GUARANTEED

WATERPROOF

A New, Exclusive North Star Feature

See the improved terminals used only on North Star Multiples. They insure perfect contact and prevent loose connection.

FACTORY GUARANTEE

Every battery bearing the North Star label is guaranteed to give full satisfaction to the consumer. Should a battery prove defective, simply satisfy the merchant from whom purchased. He is authorized to replace it.

Ask Your Jobber.

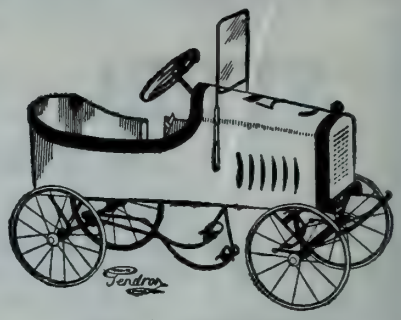
CANADA DRY CELLS LIMITED—Winnipeg, Man.

THE GENDRON MANUFACTURING CO. LIMITED

EXHIBIT

CANADIAN TOY FAIR
Queen's Hotel, Toronto.
Feb. 1st to 15th

Children's Wheel Goods, Velocipedes—Autos—Carts—Sleds and Sleighs—Doll Cabs. Our line is large and complete.



THE GENDRON MFG. CO. LTD., Toronto, Canada

Here's a Money Maker!
MAPLE EVAPORATOR
and
WELDED STEEL SAP PAN

This evaporator fills the popular demand for a handy, efficient, up-to-the-minute machine at a reasonable price.
It is specially made to meet the requirements of the small farmer who wishes to get all the money profits out of his maple bush without too heavy an outlay for apparatus.

Welded Sap Pan—no solder about it to melt or leak—a pair of handles on each side and heavy angle steel around top.
Standard sizes: 6″ x 24″ x 5′ ; 6″ x 36″ x 7′ ; 6″ x 24″ x 7′ ; any size to order.

Placed on market last year and proved a great success.

Write us for trade prices and further particulars regarding these two money makers — we also manufacture steel baths, tanks, sanitary closets, dairy equipment, etc.
Send list of prospective buyers and we will mail literature to them.

The Steel Trough and Machine Co., Ltd.
Tweed, Ontario, Canada

WIRE WORKING MACHINERY
of Every Description

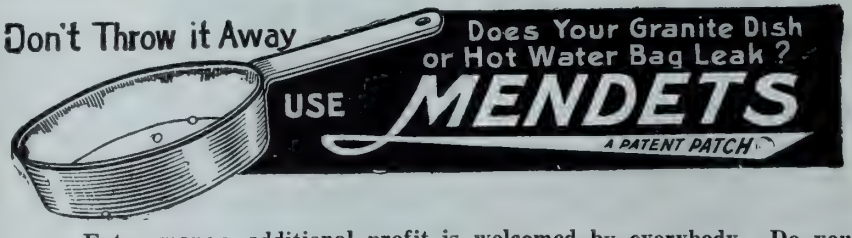
Spring and Wire Coiling Machines, Nail Machines, Staple Machines, Lock Washer Equipment, Flexible Shaft, Tubing and Casing Machines.

SLEEPER HARTLEY, INC.
WORCESTER, MASS.

K—T
Clothes Line Pulleys or Well Wheels

Roller Bearings and a positive rope guide make them good sellers. They are lighter, and stronger, and don't squeak. We also make K-T Cobbler Sets, Coal Chutes, Clean Out Doors, Well Wheels, Window Weights, Horse Weights and Builders' Castings.

The Katie Foundry
Galt Ontario



Extra money, additional profit is welcomed by everybody. Do you know that Mendets are selling by the millions of boxes? Do you know that you have only to put a display package on your counter and they'll sell while you're busy? You might as well have this extra profit coming in.

COLLETTE MFG. COMPANY - COLLINGWOOD, ONT.

If interested tear out this page and place with letters to be answered.

PILKINGTON
BROTHERS ~ LIMITED

GLASS

FOR BUILDING PURPOSES

PILKINGTON glass is made by a process which ensures brilliancy of finish and absence of imperfections on the surface. It not only looks better when first glazed, but the clearness and bright surface remain.

Factories:

THOROLD, ONTARIO ST. HELENS, ENGLAND

DEPOTS

HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
Canadian Hart Products Ltd., Hamilton, Ont.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
Geo. W. Reed & Co., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Ames, Holden, McCready, Limited, Montreal.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Sundries Corp., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Can. Foundries and Forgings, Ltd., Brockville, Ont.
The National Farming Machinery, Ltd., Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAGS, PAPER
Continental Paper Products Limited, Ottawa, Ont.
Montreal.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

BARRELLS, STEEL
W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Fittings Limited, Oshawa, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co. Toronto

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Rubberset, Limited, Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BROOMS
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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The Boeckh Company, Limited, Toronto, Ont.
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

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A tough, elastic, waterproof cement for general repair work and waterproofing purposes. Known as "The Plastic Cement of a Hundred Uses." Unequalled for patching holes in roofs, repairing flashings, gutters, etc., etc.

Comes ready for use in 1-lb. tins (24 to the case); 5-lb. cans (12 to the case) and larger packages up to barrels of about 600 lbs.

Plastic Elastigum being applied to make a water-tight joint around a ventilation pipe. It sticks to any surface.

Everlastic "Rubber" Roofing

The fastest selling roll roofing on the Canadian market and the first choice of experienced buyers for all steep-roofed farm and factory buildings. Everlastic is a safe roofing for you to sell and a safe roofing for your customers to buy. It sells at a low price, is easy to lay, and gives unfailing satisfaction.

Everlastic "Rubber" Roofing comes in three weights; light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 sq. ft. Nails and cement for laying are packed with each roll.

Everlastic Liquid Roofing Cement

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WINNIPEG, VANCOUVER, HALIFAX, N. S.

If interested tear out this page and place with letters to be answered.

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BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

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Canada Foundries & Forgings, Ltd., Brockville.

CASTINGS
Fittings Limited, Oshawa, Ont.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Landers, Frary & Clark, New Britain, Conn.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

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The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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The Standard Meter Co., Limited.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Smith & Hemenway Co., Inc. Irvington, N. J.

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The Chicago Solder Co., Chicago, Ill.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Fittings, Limited, Oshawa.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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HOYT METAL COMPANY

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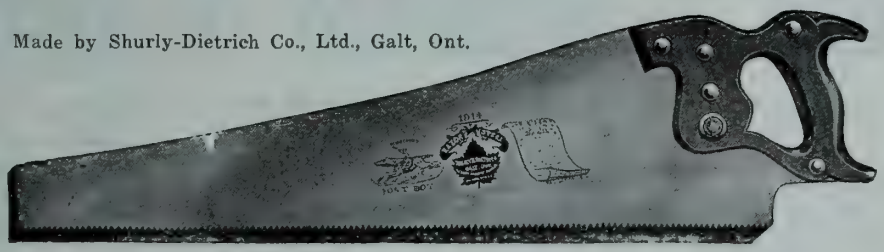

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Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

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Chicago Spring Butt Co., Chicago, Ill.

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Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
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FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

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Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
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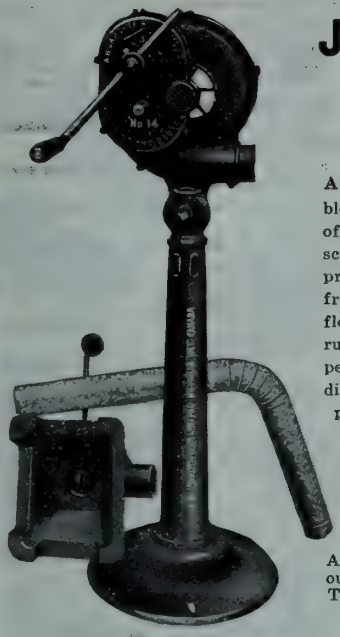

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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT
SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

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Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
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Hose Nozzles, and Water Taps

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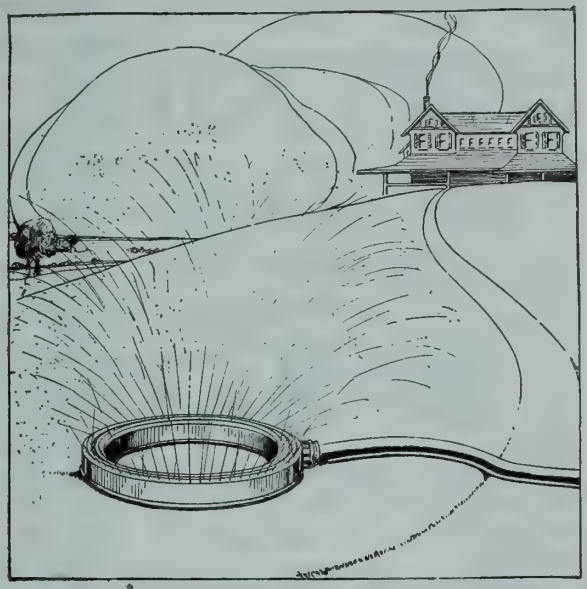

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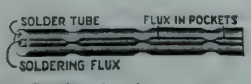
FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

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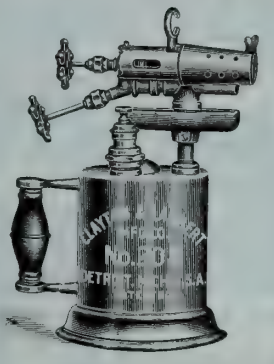
Chicago Solder Co.
4225 Wrightwood Av. Chicago, U.S.A.



No. 208 Torch
List price each $17.00. Ask for Discount.

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They have wonderful generating power. Produce 300 degrees more heat. Burn Gasoline or Kerosene. Upper Needle has wire tip that cleans orifice, lower regulates flame. Both Needles are blunt, making it impossible to ruin the Burner by enlarging the orifice as in old style Burners with Sharp Pointed Needles. Double Needle Torches give perfect satisfaction. Jobbers supply at factory prices. Catalogue mailed upon request.

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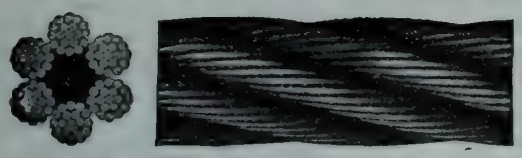

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The Dominion Belting Co *Limited*
Hamilton Canada

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THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The National Farming Machinery, Ltd., Montmagny, Que.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwel-Hoxie Wire Fence Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B. S. A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doan Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
E. C. Atkins & Co., Hamilton, Ont.

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The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

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Hard, Soft, Tinned, Coppered.

BALE TIES

Any length — soft tough wire.

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WIRE HOOPS

We manufacture. Do you use?

SPEAK UP!

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THE CANADA METAL CO., LIMITED

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Manufacturers of Mica Insulation.

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"Put your recommendation behind the Star Saws, and you have our reputation added to yours. Our 38 years of success as manufacturers added to your years of successful selling."

Star Saws are now sold direct from the factory in Middletown, New York, where they have always been manufactured.

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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People, Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers, Ltd., and H.B. Nfld., Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Sanderson-Pearcy & Co., Ltd., Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
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STABLE FITTINGS
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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
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Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

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The Deco-Tint Co., Montreal, Que.
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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Dominion Sheet Metal Co.,, Ltd., Hamilton.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

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Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
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The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.

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Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
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The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

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The Standard Meter Co., Limited.

STOVES, GASOLINE
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Burgess-Norton Mfg. Co., Geneva, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Brown & Sharpe Mfg. Co., Providence, R.I.
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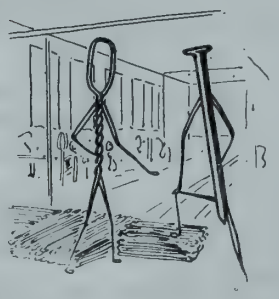

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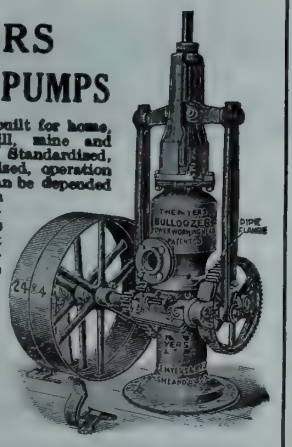

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

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The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

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The Detroit Torch & Mfg. Co., Detroit, Mich.

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TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
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North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

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TRAPS, BRASS, IRON, LEAD
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United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
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TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

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Gendron Mfg. Co., Ltd., Toronto.

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Boston Varnish Co., Everett Station, Boston.
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Dougall Varnish Co., Ltd., Montreal.
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Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
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Martin-Senour Co., Ltd., Montreal.
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North Bros. Mfg. Co., Philadelphia, Pa.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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Maxwells, Ltd., St. Marys, Ont.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
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The Sheet Metal Products Co. of Canada,, Limited, Toronto.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
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The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

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Graham Nail Works, Toronto.

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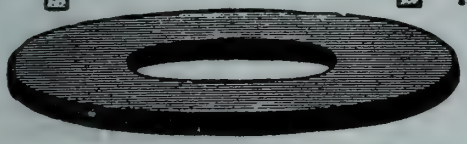

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"KEEN" RAZORS

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GOLD MEDALS. GRAND PRIX.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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YOUNG MAN WITH SIX YEARS' EXPERience as retail salesman desires permanent position. Can assume duties of window dresser and show-card writer if required. Best of references. Open for engagement immediately. Box 544 Hardware & Metal.

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HARDWARE AND METAL the logical medium to use if you have a message for the Canadian hardware trade.

Have you any small needs?

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If so advertise in this paper and watch Results.

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THE MANUFACTURER DESIRES REPRESentation on a commission basis, to the Hardware and Grocery, wholesale and retail trade. Thoroughly covering Canadian Pacific, Mattawa, Westward, Trans-Continental and Canadian Northern, North of the C. P. R. in Ontario. Box 81, Hardware and Metal.

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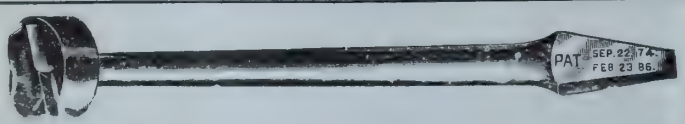

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Torringto, Counn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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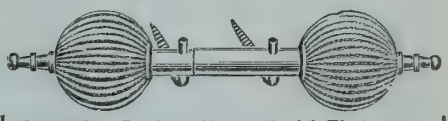

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Diamond Saw & Stamping Works

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We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

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OWEN SOUND, ONT.

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KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

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The original double twist auger bit. Patented by Mr. Russell Jennings in 1855

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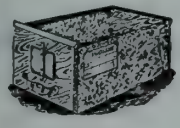

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LONGER WEAR, BETTER SERVICE

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Cameron & Co.

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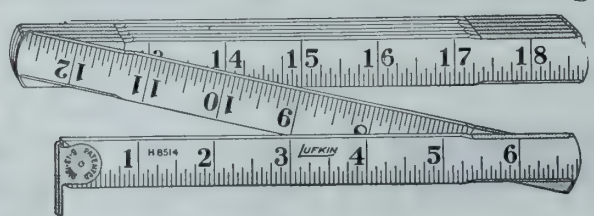
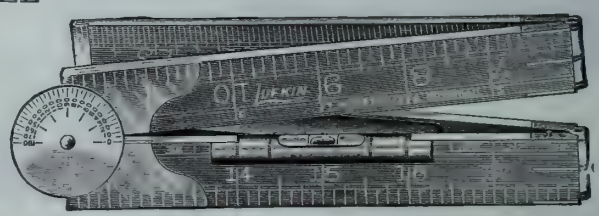
STEEL





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BOXWOOD

Meet ALL the Requirements of the Mechanic

Embracing in addition to the old and sturdy qualities,
Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use and Saving of Time
APPEAL TO MECHANICS ON SIGHT

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Write for booklet "Why Steel and Iron Rust"

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MIDDLETOWN, OHIO

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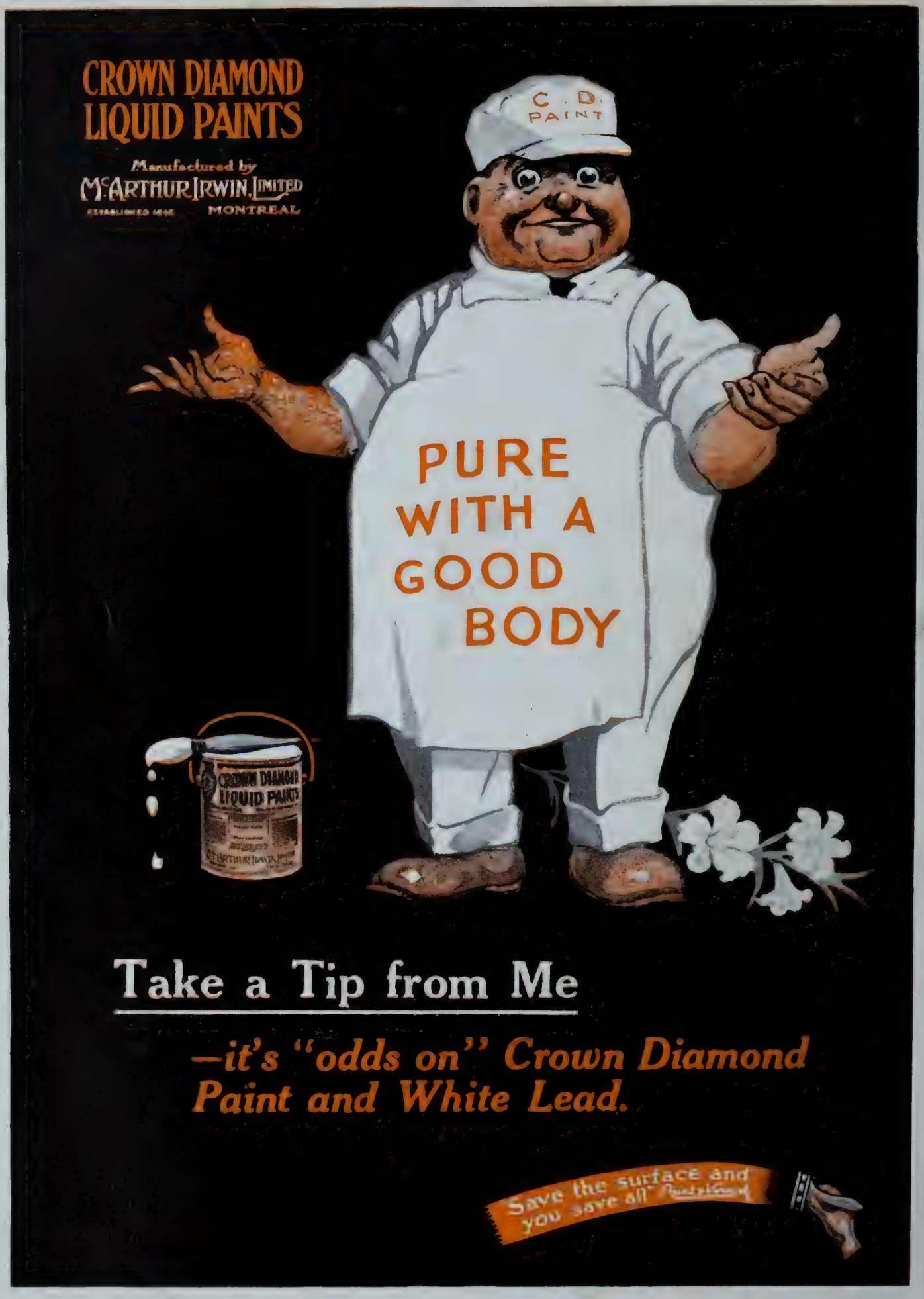
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Save the surface and you save all

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Hardware and Metal

Vol. XXXIV. No. 3 | THE MACLEAN PUBLISHING COMPANY, LIMITED | PUBLICATION OFFICE : TORONTO, CANADA | January 21, 1922

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CANADA'S FAVORITE

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How? — by our regular advertising programme, which is the most extensive of its kind in Canada.

Write us for full particulars of our Agency Proposition

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

Send for these Attractive New Window Cards

Up-to-date, fresh and bright store or window cards, such as we show above, will add punch to February sales in Pearl and Diamond Ware. They are finished in red, green and black, and are yours for the asking. Be sure and specify, however, whether you are featuring Pearl Ware or Diamond Ware, so that the proper cards will reach you.

Push Diamond and Pearl Ware

Last week we told you that during 1922, SMP had pledged itself to assist you in selling goods more than we have ever in the past. These attractive window cards are part of our campaign to this end. Use them to help sell Pearl and Diamond Ware at profitable prices.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

IF you are doing business on a third smaller stock, as most hardware dealers are, you will find it to your advantage to allow us to help keep your stocks assorted with seasonal lines.

Your inventory will show you the weak spots in spring stocks.

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Rice Lewis & Son Limited, Toronto

Ask the "Rice Lewis" Man or Write Direct

UNIVERSAL

Carving Set
No. 04410
Perfected Stag
Handles

RESISTAIN STEEL CUTLERY

STAINING, rusting and spotting are as natural to ordinary steel cutlery as buzzing to a bee. "Universal" Resistain Steel Cutlery is a joy to the housewife as it does away with the three S's—Scraping, Scrubbing, Scouring. It makes an outright pleasure of what has been a downright nuisance as it is cleaned merely by washing with soap and water.

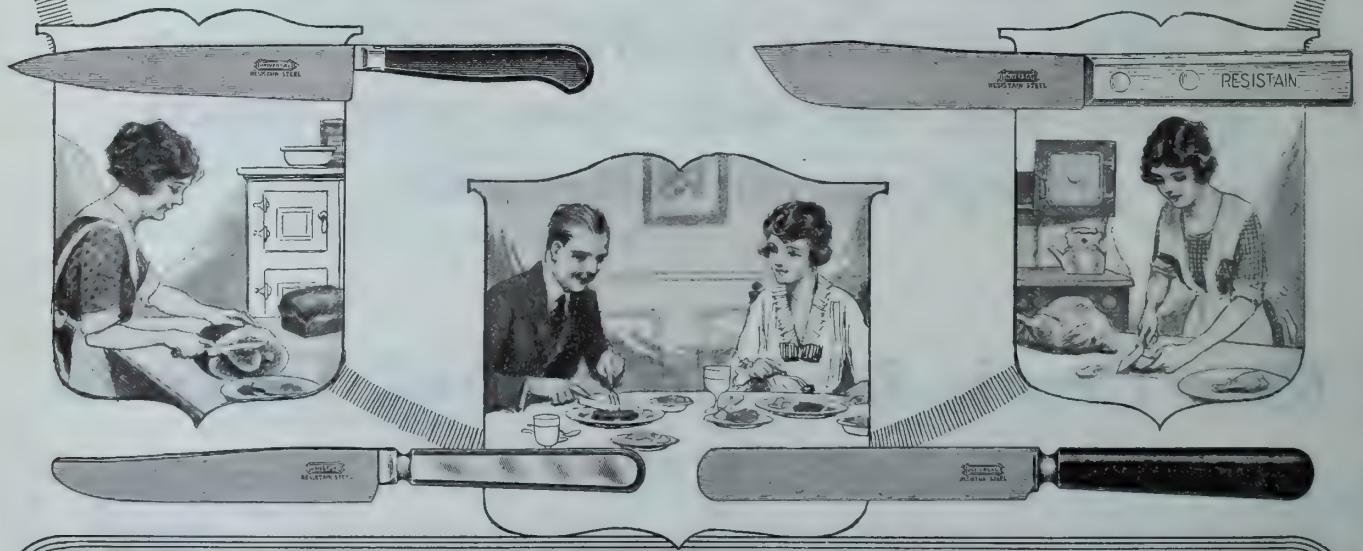
"UNIVERSAL" Resistain Steel blades neither rust, tarnish, nor acquire acid stains. They cannot be surpassed in smoothness of finish, temper, flexibility, keenness and wearing qualities. They cannot be equalled in stain-resisting and rust-proof features.

RESISTAIN Steel is produced exclusively by "Universal" patented formula. It can be had only in "Universal" Carvers, Kitchen Cutlery and Silver Overlaid Table Service.

TELL your trade the advantages of "Universal" Resistain Steel Cutlery. It is a line with which to build increasingly paying business.

Write for Bulletin showing complete "Resistain" line.

Canadian Representatives: A. Macfarlane & Co., Montreal



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NEW BRITAIN - CT.

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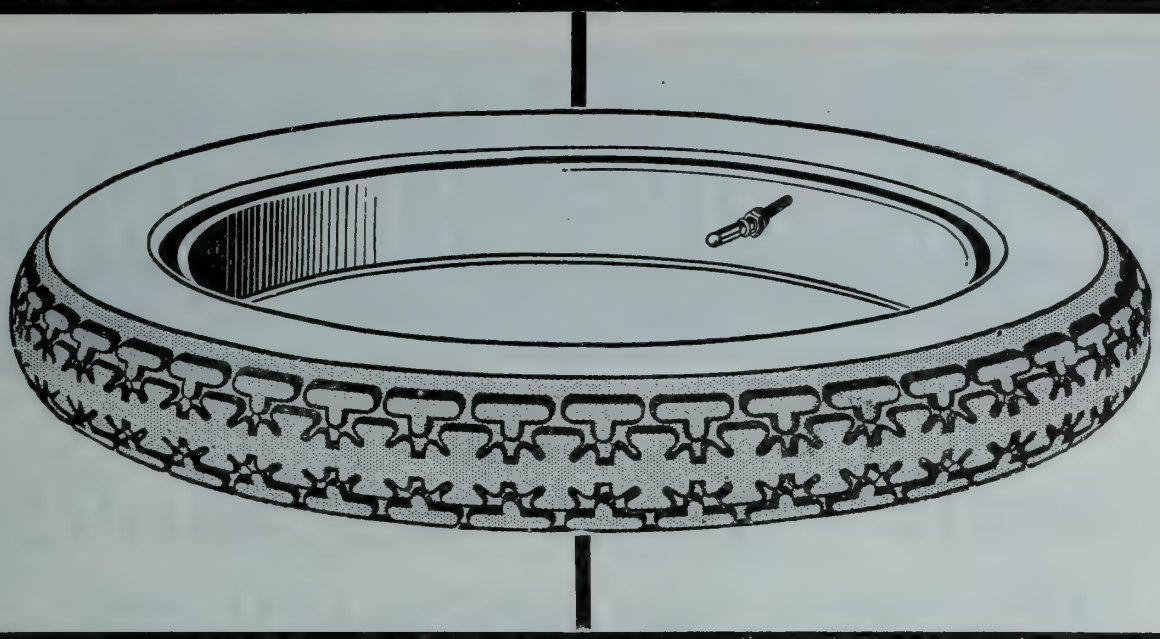

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"GUTTA PERCHA" TIRES

Our Salesmen Will Tell You Some Facts About 'Gutta Percha' Tires Which Will Interest You.

Gutta Percha & Rubber Limited

Head Offices and Factory, Toronto

Branches in all Leading Canadian Cities

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FOUNDRIES & FORGINGS
LIMITED

TRADITIONS

Sixty five years has passed since James Smart founded on the banks of the St. Lawrence River the business which still bears his name. Dedicated to the ideal that the people of Canada should be furnished with products of wood and metals high in quality and fair in price, this institution has grown and prospered. Throughout the years that have gone and in the years that are to come, fair dealing is the corner stone of this business. Such traditions handed down make us very proud to mark "SMART" on these products of proven worth.

JAMES SMART PLANT
BROCKVILLE

St. John Montreal Toronto Winnipeg Vancouver

REGISTERED

W.D.S. & Co. DURO ALUMINUM

TRADE MARK

"DURO"

REGISTERED

W.D.S. & Co. DURO ALUMINUM

TRADE MARK

ALUMINUM WARE

99% Pure

CANADA'S BEST COOKING UTENSILS

LARGE RANGE TO CHOOSE FROM—POPULAR PRICES

Leading Jobbers Handle It.

HAVE YOU RECEIVED OUR NEW CATALOGUE and PRICE LIST

Coffee Percolator, No. 350—4 Pint. welded spout. Attractive design. Ebonized Wood Handle.

Double Lipped Sauce Pans With Socket Handle Ebonized Wood. No. 344, 1 Qt.; No. 345, 2 Qut.; No. 346, 3 Qt.

Measuring Spoon Set—No. 310, Length, 4 1-4 ins. Satin finish. One dozen sets on attractive display card.

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W. D. SHAMBROOK, President

Representatives:

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J. R. ANDERSON, 36 St. Dizier St., Montreal.
L. T. WALLS SALES. LTD., Winnipeg.
ARMSTRONG & PATERSON, St. John, N.B.
A. F. BURNS, Hamilton, Ont.

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A solid reputation built up in the course of fifty years, constantly fortified by advertising keeps our famous five brands of files in the lead as steady profit makers for the dealer.

These files are known as the standard of file quality: to stock them is to sell them, without effort.

Specify one of these brands when ordering from your jobber.

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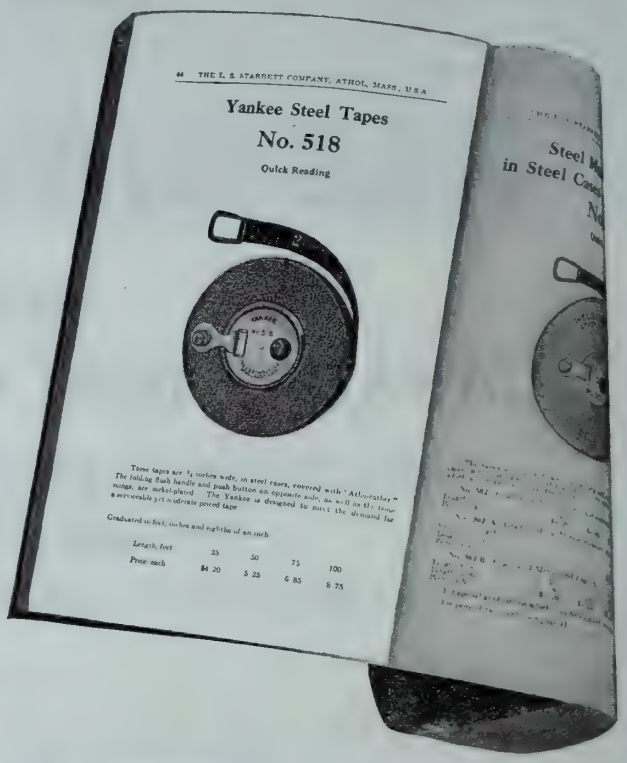
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

New Tools You Should Know



YANKEE STEEL TAPES

No. 518
With Quick
Reading
Features

Starrett quality—Starrett accuracy and service—yet moderate in price. There's a demand for a line of tapes like that, and "Yankee" tapes were made to meet it. This new Starrett line is illustrated and described on page 44 of the new Starrett Catalog No. 22 "MA." Note that these tapes have the Starrett "quick reading" features, and are equipped with nickel-plated folding flush handles with the handy Starrett "push-button" handle opener. Get the data on this and other new additions to Starrett Tools. And write for the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hacksaws Unexcelled
ATHOL, MASS.

42-243

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

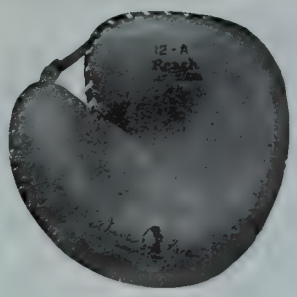
Reach

Canadian Made Athletic Goods

Interest in Athletics of every description is on the increase. This is particularly true regarding Base Ball.

Are you prepared to capitalize the early demand for this class of equipment? A few of our most popular numbers of Catchers' Mitts, Basemen's Mitts and Fielder's Gloves are illustrated.

Dealers who are acquainted with our line as well as those who are not will be interested in our 1922 proposition. Write us for detailed information and name of your nearest jobber.



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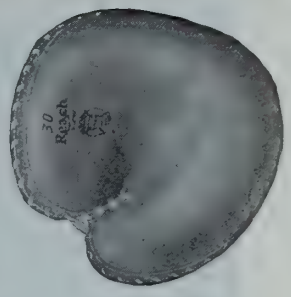
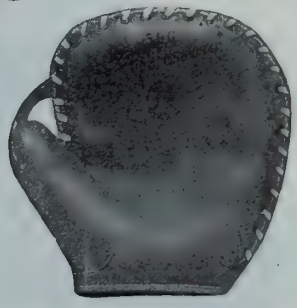


No. 30N

REGISTERED TRADE MARK. TRADE REACH MARK CANADA

No. CH

No. 3BG



A.J. Reach Company of Canada, Ltd.

Brantford - Canada

"New Century" Horizontal Double Acting Force Pump

With Cog Gear Action

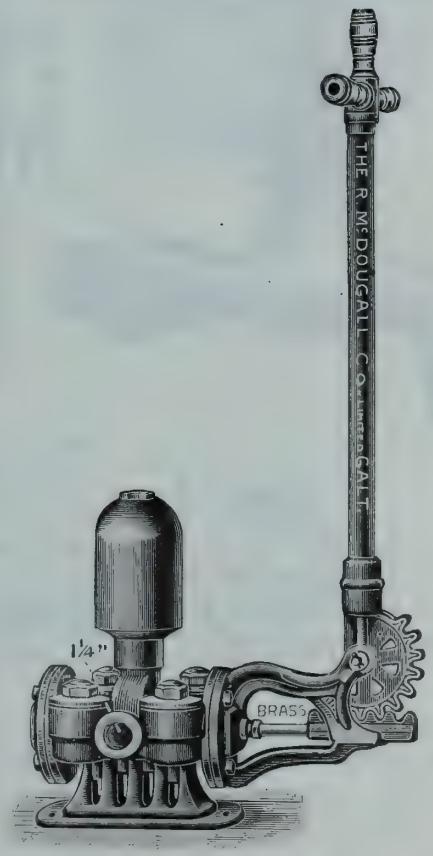
An efficient, easy-working house force pump designed to give satisfactory service and guaranteed to do so.

The cylinder is brass lined and is fitted with brass valve seats and rubber valves. They are easily accessible by removing the individual cap which is fitted over them.

The cog gear action considerably reduces the power necessary to operate the pump, thus making it ideal for use in any home.

We carry a complete line of all styles of pumps in stock and McDougall products are so well and favorably known from coast to coast that they sell themselves and are an excellent line to carry.

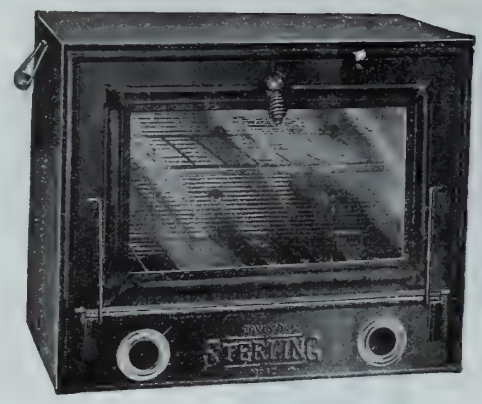
Write us for price list and general catalogue and always consider our services at your disposal in solving any pumping problem.

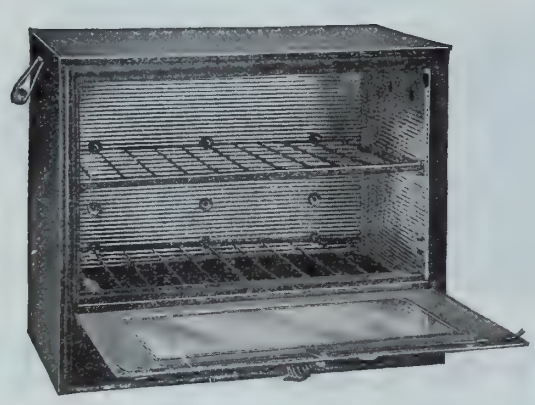


The* R. McDOUGALL CO., *Limited

GALT, CANADA

If interested tear out this page and place with letters to be answered.





"STERLING"

Oil Stove Ovens

A THOROUGHLY reliable oven, and, on account of the Davidson quality, always a ready seller. This "Sterling" line is made of heavy gauge blued steel, strong and durable. For two burners and is protected by a heavy asbestos lining, which also prevents waste heat. Japanned with a rust-proof combination which adds to the life of the oven. Cold handles at side and a door knob which locks in three places—heavy panel glass in door. Illustration shows oven closed and open.

Write us for prices

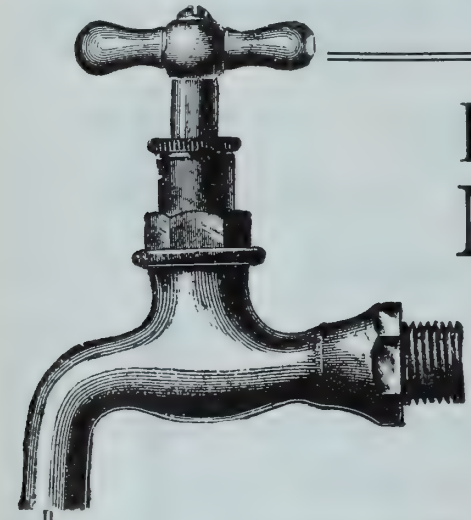
The Thos. Davidson Mfg. Co. Limited

Established 1860

HEAD OFFICE:- MONTREAL

Branches:-Toronto, Winnipeg, Calgary and Vancouver

DAVIDSON



Plumbing Goods
MORRISON

We stock:—Iron Pipe, Lead Pipe, Cast Iron Soil Pipe and Fittings, Brass Tube ⅛ to 10 inch O.D., Brass Pipe (Iron Pipe Sizes), Copper Pipe (Iron Pipe Sizes), Brass Rod (Round and Hexagon), Copper Rod, Sheet Brass, Brass Wire.

We stock:—Brass and Copper Pipe, Iron Pipe Fittings, Brass Pipe Fittings, Pipe Fitters' Tools, Stocks and Dies, Pipe Wrenches, Pipe Cutters, Pipe Vises, Etc., Etc.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

James Morrison Brass Mfg. Co.,
93-97 Adelaide St. W.,
Toronto

If interested tear out this page and place with letters to be answered.

TIGER BRAND

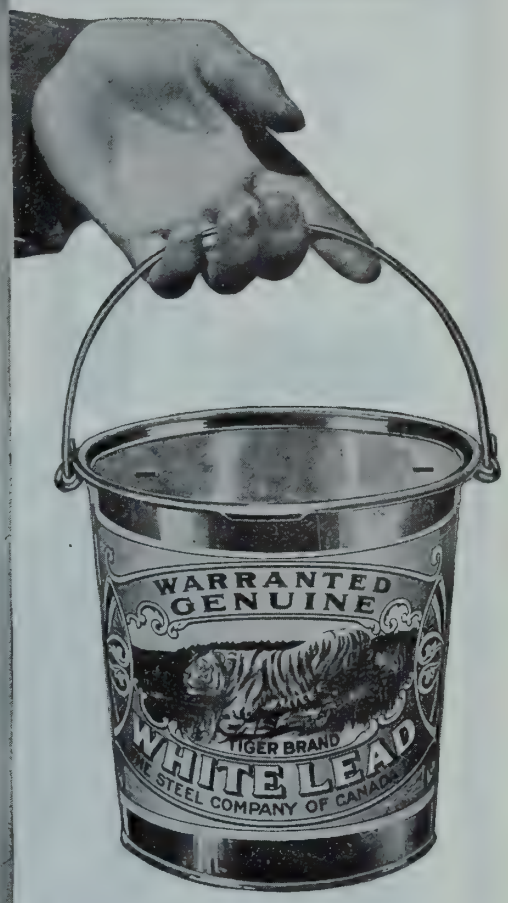
WHITE LEAD

bears the Government Seal of

PURITY

Has been the first choice
of Canadian Painters
for over fifty years

Chemically pure, ground in refined linseed oil, it neither peels nor cracks



THE STEEL COMPANY OF CANADA LIMITED

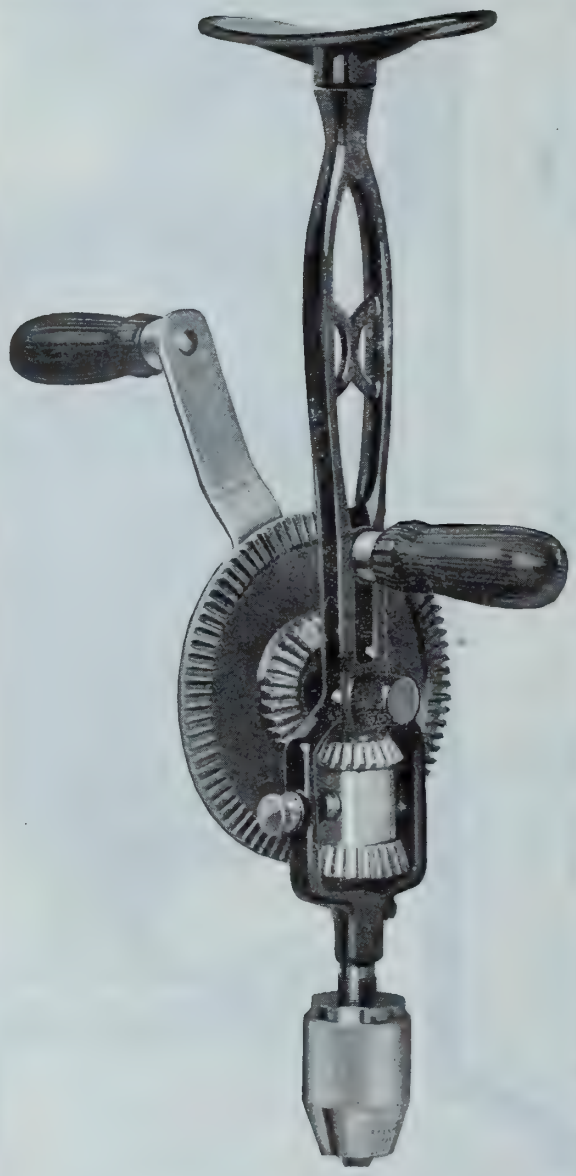
HAMILTON MONTREAL

Packed in 12½ lb., 25 lb., 50 lb. and 100 lb. IRONS or in 500 lb. Wood Kegs

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS



BREAST DRILLS

An incomparable line of Breast Drills, of every style. Backed by consumer demand and dealer good will.

GOODELL-PRATT COMPANY

Greenfield *Toolsmiths* Mass., U.S.A.

HOSE NOZZLES AND COUPLINGS

Cast Brass Couplings, ½", ⅝", 1", 1¼".

"Simplex" Adjustable Brass Nozzles, ½", ⅝", ¾".

WENTWORTH MFG., CO.

HAMILTON CANADA

Service That Helps

When you want goods promptly and surely, try Thos. Birkett & Son Co., Limited.

We pride ourselves on service that is a real help to the hardware merchant. We offer you dependable, salable goods, picked from the many lines on the Canadian hardware market.

The goods are right — the prices are right — suppose you write — today.

Thos. Birkett & Son Co.,

LIMITED

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

If interested tear out this page and place with letters to be answered.

Get your share of this good will

Hardware dealer, the farmer and the manufacturer are "all in the same boat!"

All over the country the land is covered by Frost Fences set up many years ago and still standing tight and tidy. The Special Frost quality wire (drawn and annealed in the Frost factory) is still braving the storms, its extra heavy galvanizing preventing rust and the waved lateral wires recovering their original tautness over and over again after unusual strains.

FROST

FENCE

No wonder those farmers feel good towards the dealer

who sells them Frost fence—the fence that stands up years after ordinary wire fences have to be replaced. And it explains why the Frost organization enjoys the biggest fence business in Canada to-day.

By selling Frost fence you can deserve your share of this good will earned by Frost quality and reliability. This good-will makes the farmer a steady customer for you in all your lines.

Frost Steel and Wire Co. Limited

Hamilton, Canada

Manufacturers of:

Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies.

Write for Catalogue

If interested tear out this page and place with letters to be answered.

SIMONDS
"The Saw Makers"

Crescent Ground Cross-Cut
SAWS

The Perfect Saw That's Backed By a Strong Guarantee

Because of their edge-holding qualities and cutting ability Simonds Crescent Ground Cross-Cut Saws are in big demand.

Hardware dealers who want a share of the cross-cut saw sales should place their orders for Simonds now. The Crescent Ground Cross-Cut is the saw woodsmen use.

Write for Catalog and selling proposition.

Simonds Canada Saw Co. Ltd.
"The Saw Makers"
Montreal, Que.
St. John, N.B.
Vancouver, B.C.

Again in Demand

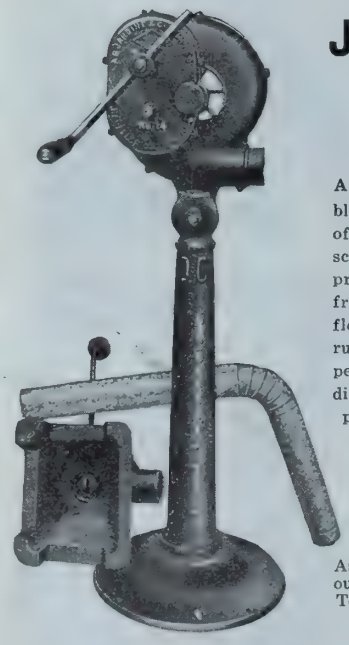
The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO



JARDINE
Pedestal
Blower

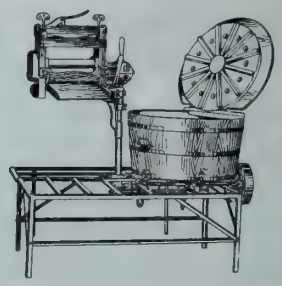
A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

The Best Selling Washing Machine in Canada

The Liberty Washer



Agents Wanted

It has all the appointments of an expensive washer, with several additional features, and sells at a lower price than most others. It is a genuine article and one hardware dealer in every district should have the agency.

Get Our Special Offer For Exclusive Territory

A. R. LUNDY
257 King St., West, Toronto

If interested tear out this page and place with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

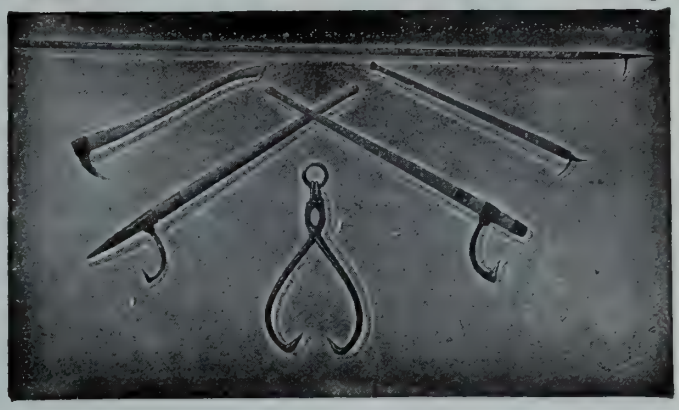
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

THIS YEAR

is going to be a big

ALUMINIUM

year. Let us quote you on ingot, sheet, coil, circles, mouldings, etc.

Delivery from stock.

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street West
TORONTO

Eastern Agents:
SPIELMAN AGENCIES, MONTREAL

Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

IN STOCK AT MONTREAL.

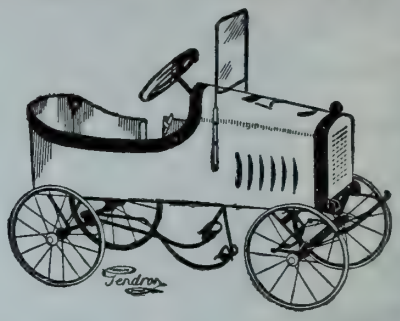
If intersted tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO. LIMITED

EXHIBIT

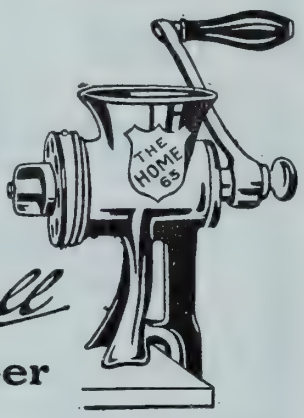
CANADIAN TOY FAIR
Queen's Hotel, Toronto.
Feb. 1st to 15th

Children's Wheel Goods, Velocipedes—Autos—Carts—Sleds and Sleighs—Doll Cabs. Our line is large and complete.



THE GENDRON MFG. CO. LTD., Toronto, Canada

The Cash Register Tinkles—



Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a

Maxwell

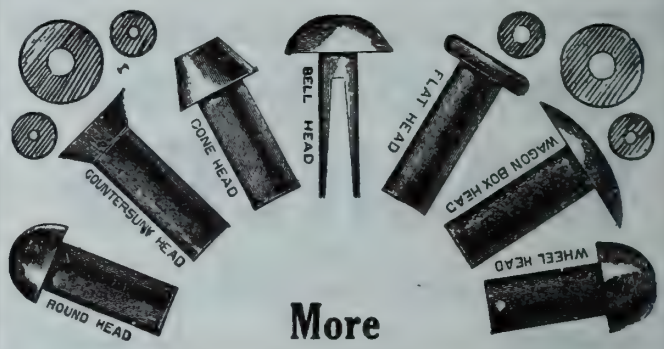
Food Chopper

There is the generous sales profit on an article in constant demand—plus customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

MAXWELLS LIMITED

St. Mary's, Ontario



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

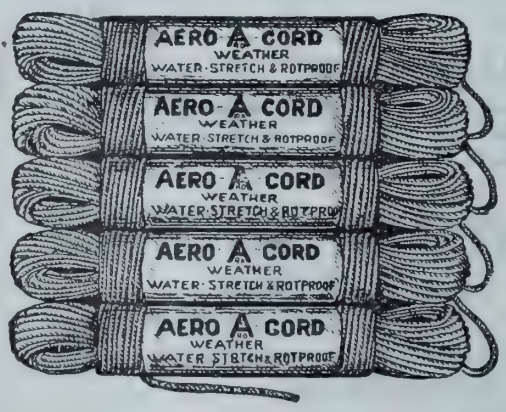
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.



Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE QUEBEC

Western Agents: **The H. L. Perry Co., Limited, Winnipeg, Man.**

If interested tear out this page and place with letters to be answered.

Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

TANKS

Gasoline Tanks
For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.

Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

Your money back if not satisfied

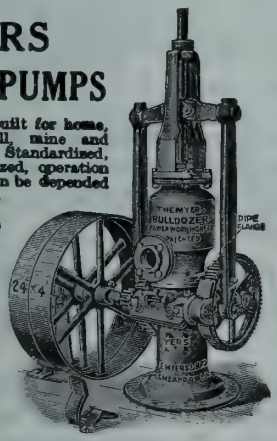
Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND, OHIO

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

HOW IS THE IRON STOCK?

When you are asked for some size of Iron and find your stock is run out, it often means that your customer goes elsewhere, and **you lose the profit that should be yours.**

LONDON BAR IRON

is giving general satisfaction everywhere it is used

From Atlantic to Pacific

The Quality Will Please Your Customers
ORDER NOW To Fill Up Your Stock.

London Rolling Mill Co.,
Limited
LONDON, CANADA

Sales Agents:
Western Canada—
BISSETT & WEBB, LTD.
Winnipeg.

If interested tear out this page and place with letters to be answered.

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

NORTHLAND SKIS - Prices Greatly Reduced

Our entire line of nationally advertised skis have been reduced approximately 33 1-3 per cent. below 1921 prices. Stock up now at these rock bottom prices. Remember all Northland Skis bear the Northland trademark.

Our complete catalog of Skis, Snowshoes, Toboggans and accessories on request.

Northland Ski Manufacturing Co.

Largest Manufacturers of Skis in the World.

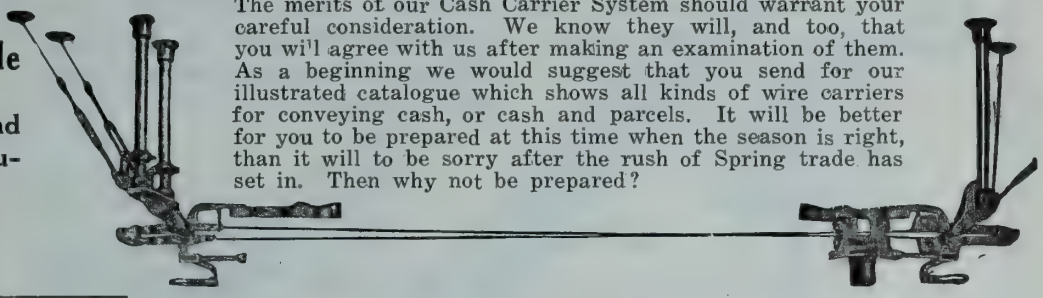
23 Merriam Park St. Paul, Minn.

Why Not Have a Double Check on all Sales?

All kinds of Wire Cash and Parcel Carriers and Pneumatic Tubes.

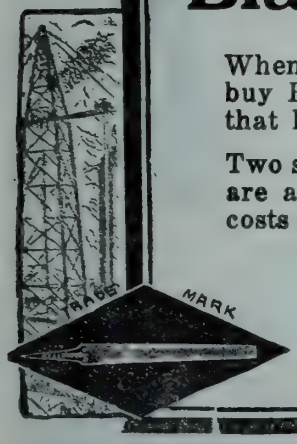
Gipe-Hazard Store Service Co., Limited

113 SUMACH ST., TORONTO, ONT.



The merits of our Cash Carrier System should warrant your careful consideration. We know they will, and too, that you will agree with us after making an examination of them. As a beginning we would suggest that you send for our illustrated catalogue which shows all kinds of wire carriers for conveying cash, or cash and parcels. It will be better for you to be prepared at this time when the season is right, than it will to be sorry after the rush of Spring trade has set in. Then why not be prepared?

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

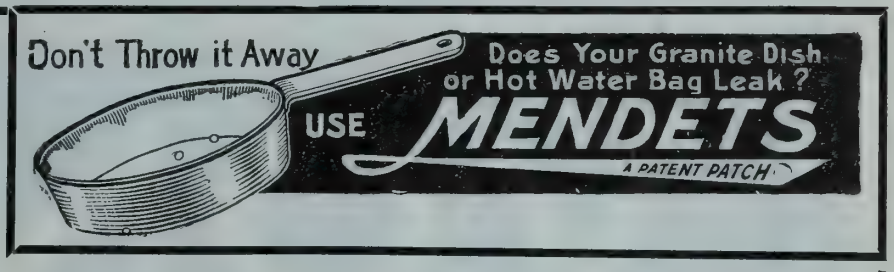
Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Sell by the millions of Boxes.

Your Jobber Has Them.



Display Boxes of Mendets on the counter occupy little space, take but a small investment and pay big returns. They cost practically nothing for rent, light, taxes or clerk hire and yet they keep extra money coming in all the time. Often they make sales while you are busy with a customer. Why not have this extra profit. They sell by the millions of boxes.

Collette Mfg. Company, Collingwood, Ont.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

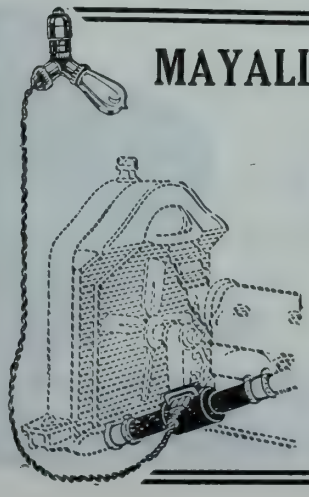
HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

MAYALL MOTOR HEATER



Convincing selling points that make certain sales. Every car owner dreads winter engine trouble. Show them that the Mayall connected to any lamp socket will warm the water system of the car, prevent freezing and assure easy starting. Can be quickly installed.

Motor Sundries Corp. Ltd.

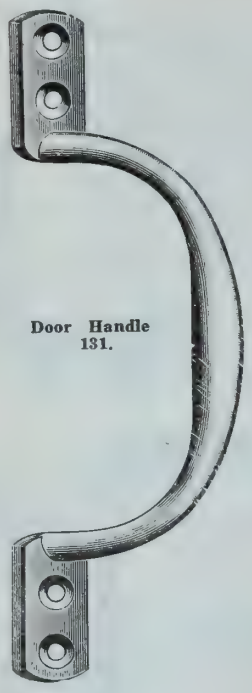
Head Office and Factory:

414 Eastern Ave., Toronto

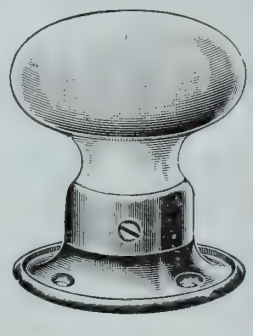
Also manufacturers of Hurst Motor Heater, Float-a-Ford Shock Absorbers, Mayall Flat-Spring Bumper.

Brassfoundry Specialities

We have an extensive Range of Patterns eminently suitable for Canadian requirements.

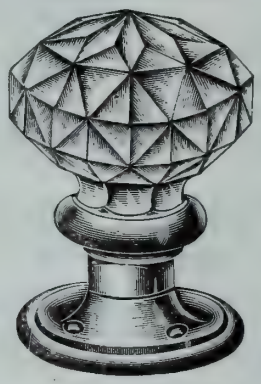


Door Handle
131.



Door Furniture
D1309. China.

Canadian
Drawer Knobs



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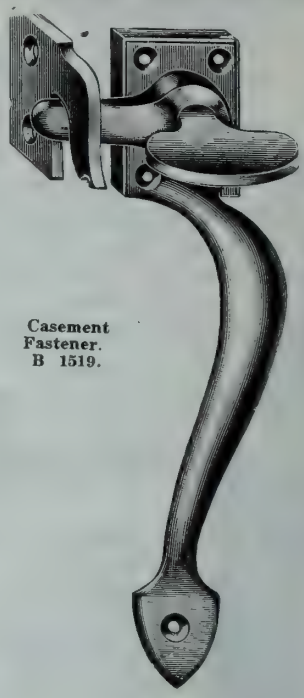

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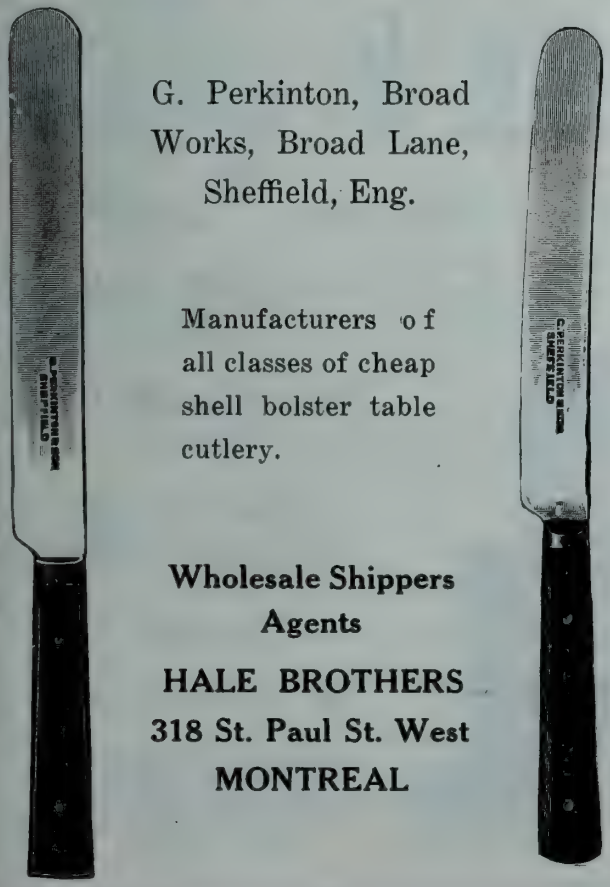

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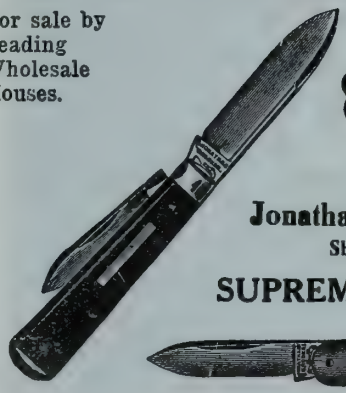

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"Canada's National Hardware Weekly"

143-153 University Avenue - Toronto, Canada

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Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

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OUR WHITE GRADES

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We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

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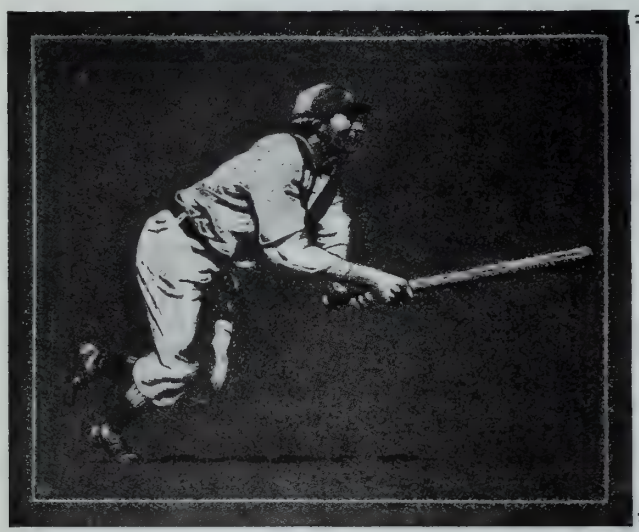
HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG



---and made a hit!

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FLUX IN POCKETS

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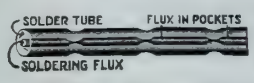

Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

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—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

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far exceeds all other makes.
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Their Chat No 14

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"That just proves my contention W. N.,—Laidlaw Service is a winner."

Laidlaw Bale Tie Co., Ltd.

Hamilton, Canada

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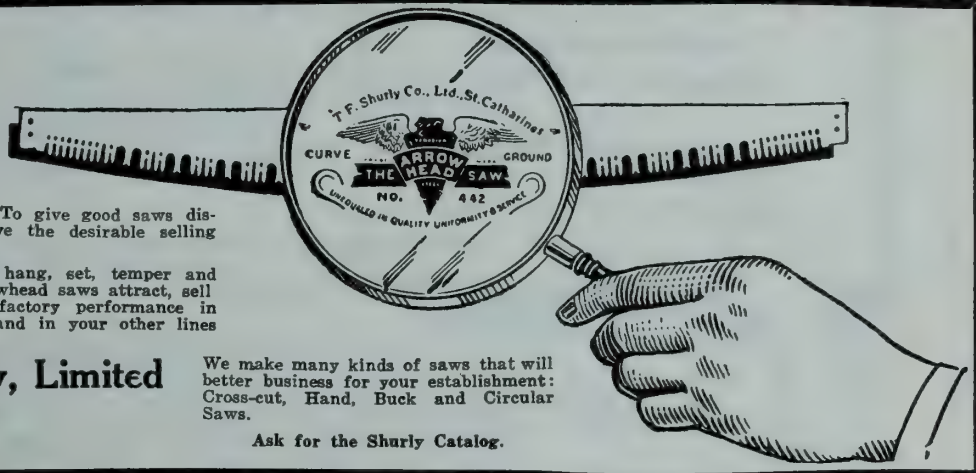
Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



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We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

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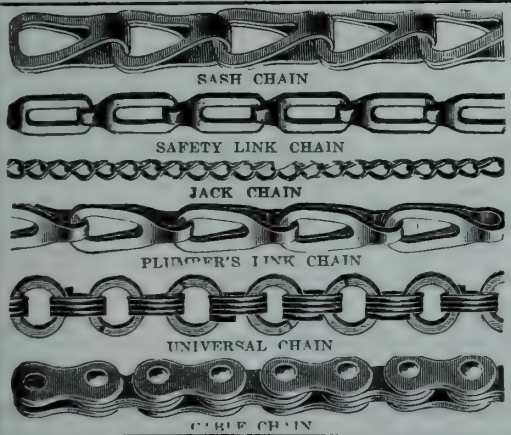
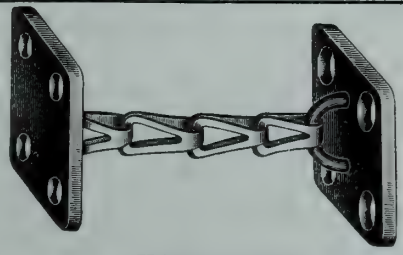
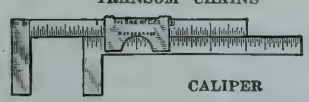




TRANSOM CHAINS



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"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U.S.A.

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You will find it saves steps and time and increases sales.

Suppose your customer is interested in the purchase of an Auto Brush, but hasn't decided on the exact type. You reach for the book, turn up page 77 and show him several types of Auto Brushes well illustrated and described. As soon as you have a line on his wants put the brush before him and make the sale.

Isn't this simpler than digging out all the Auto Brushes in stock? You save time, labor and selling costs.

See New 1922 Catalogue of Lower Prices

Meakins & Sons

Limited

Hamilton, Ontario

Warehouses:

Winnipeg Montreal London Vancouver Toronto

Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

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Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. JANUARY 21, 1922 No. 3

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. L. Southall, Managing Editor.
B. C. Culley, Associate Editor.
W. C. Dover, Associate Editor.
J. C. Edwards, Toronto Representative.
W. H. Jackson, Toronto Representative.
R. W. Smith, Montreal Representative.
E. H. Hawkins, Winnipeg Representative.
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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, H. A. Maguire, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

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GALVANIZED WIRE NETTING

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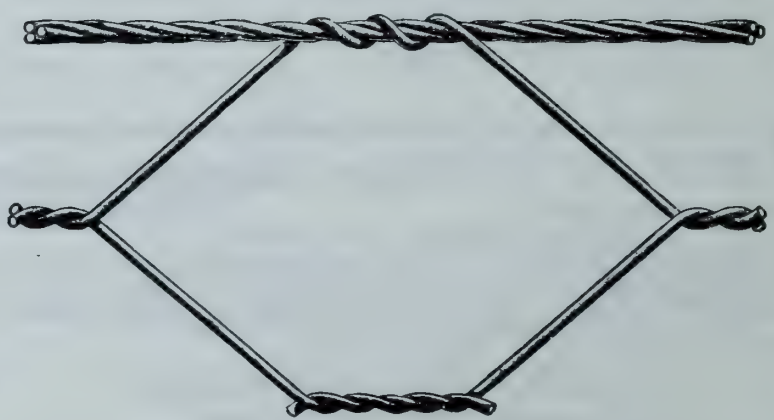

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Pin Wire
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CUT OF NETTING, FULL SIZE.

Barbed Wire

We are now manufacturing Hexagonal Poultry Netting, Galvanized after weaving, Canadian made at our new plant, and welcome inquiries from the trade for prices on present and future business.

IMPERIAL STEEL & WIRE COMPANY, Limited
COLLINGWOOD, CANADA

Distributors for Ontario, Whites Limited, Collingwood, Ont.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV JANUARY 21, 1922 No. 3

Anticipating Trend of Hardware Prices

Letters From Hardware Manufacturers in Connection with Campaign of Canadian Wholesale Hardware Association for Stable Price Basis, Reveal Interesting Facts Concerning Industrial Conditions and the Probable Price Trend on Hardware Commodities.

A NUMBER of interesting comments in regard to price tendencies on hardware lines, of interest to the retail hardware trade, were made to the Canadian Wholesale Hardware Association, by manufacturers in letters just received. These letters were in response to a letter from the association which is outlined on this page, and the comments of manufacturers are dealt with in the following:—

Advancing Market in Cordage

A cordage firm states. "In our mind rope prices have reached the bottom for the present period, and any changes will be upwards. Our raw material, which is approximately about 60% of the cost of our finished article, has advanced several cents per pound in the last few weeks, which has necessitated a slight advance in some of our lines, with the prospect of further advances in the near future. While we are anxious to keep our prices at the lowest possible point, in order to help out the demand for lower prices, we are compelled to base our selling figures, to a large extent, on the cost of our raw material."

Wire Cloth and Matting

A wire manufacturer says: "We have gone very carefully into the matter of prices and we do not see that there will be any further reduction either in Black Wire Cloth or Netting for the coming season."

Aluminum Ware

An aluminum ware manufacturer: "A substantial reduction was made on all our lines on December 1, and no further decline is anticipated for some months at least."

Tools

A tool manufacturer: "We do not contemplate any change in the price of our goods in the near future. Our prices are based on the present cost of raw material with the present cost of manufacturing added. This has been our practice and as our present prices are based on our present costs, we cannot make any further reduction or any change in our prices until we find a change in our cost of manufacture."

LETTER TO MANUFACTURERS FROM CANADIAN WHOLESALE HARDWARE ASSOCIATION

Toronto, December, 1921.

To Manufacturers:—

(Contemplated Price Changes)

Our conferences and correspondence with members indicate that there is an almost unanimous opinion favoring the completion of downward price revision by manufacturers before the end of this year and it is the opinion of this Association that manufacturers would serve the best interests of the trade:—

"If they would make any contemplated price reductions by the 31st inst., so as to establish a more correct inventory basis and also to reach stable conditions in their respective lines."

We are therefore presenting this suggestion for your consideration in order that you may be advised as to the opinion of our members regarding contemplated price changes being made before the 31st inst.

This is felt to be particularly desirable to prevent the payment of taxes on an incorrect, inflated basis, and also so that when business becomes more active the price position on your merchandise may be such that the trade and the ultimate consumer will have confidence in its fundamental soundness and safety.

In order that our members may be fully informed, will you kindly tell us what action along this line you have already taken, and your present expectation in the matter.

(Signed) JAMES HARDY & SON,
Secretary-Treasurer.

Weakening in Roofing

A roofing manufacturer: "Prospects are, prices for Roofing Felt and Building paper will weaken by the end of the year (1921).

"Anyone interested along these lines of your suggestion would do well to communicate with manufacturers, shortly after the beginning of the year."

No Change in Stoves Before End of January

A stove manufacturer: "In so far as the firm is concerned there will be no further revision in prices this year and it is not likely that the prices of stoves or furnaces will be reduced before the end of January."

Screws, Nuts, etc.

A manufacturer of screws, nuts, etc.: "Regarding a revision of discounts on our line we would advise that this matter is having our careful consideration, and we will probably be able to make an announcement to you in regard to this matter about the middle of next week.

" You may be assured that as a manufacturer of milled screw products in Canada, we are very anxious to stabilize business by creating confidence in the minds of purchasers that our discounts are as low as they can be made having due regard to the cost of material and labor."

Wire Cloth, Rope, etc.

A manufacturer of wire cloth, wire rope, etc.: "We quite appreciate your comments on the subject, and wish to advise you that we have already anticipated your wishes in this respect. Effective December 20, we issued revised prices covering Shelf Grades of Japanned Wire Cloth to the members of your association."

Bicycles, Skates, etc.

A manufacturer of bicycles, skates, etc,: "We are selling our goods for a reasonable profit on replacement value. When prices for this year were fixed last January on skates, it was on the replacement value then, and when we are fixing them for next season, it will be on the very latest costs for labor and material. Bicycle prices have also been fixed on the same basis. We have taken a very heavy loss on Inventory reduction, but we have worked along the lines suggested in your circular, believing this to be the only business policy."

No Changes Before July on Floor Coverings

A manufacturer of cocoa mats, jute carpets, rugs, etc.: "We quite agree with your views in this matter and are pleased to be in a position to say that we have been working along the lines which you suggest for some time. As conditions now stand in regard to both raw materials and labor, there is no possibility of lower prices on our lines for some time to come but it would be impossible to state what period this will cover as no person knows definitely what is going to happen in regard to price of either raw material or labor in the next few months. We endeavor to avoid making too many changes in our prices. Any changes that are necessary we make either on the first of July or the first of January and as it is not possible to make and change now, we are practically prepared to guarantee our present prices until 1st of July, 1922."

Farm Implements, etc.

A manufacturer of farm implements, springs, steel troughs, post hole augers, snow shovels, barrows, etc.: "As far as we are concerned our prices were made out at the lowest possible figure during this year, when canvassing for merchandise for spring delivery, which we have to do quite early in the fall. We believe we have submitted to the jobbing trade prices on all of our goods at the lowest figures possible for spring delivery, and if orders are not placed pretty soon, and any large quantity of goods is required we believe there will be an advance in prices. If orders were received at the present time, help could be secured during the dull season and the rate of wage paid the workmen would be more reasonable than will take place if orders are left until the actual spring requirements are made known. A scramble will then take place to secure workmen and an advance in wages will then take place."

Fans, Heaters, etc.

A manufacturer of fans, heaters, engines, pumps, etc.. "As far as this firm is concerned we have endeavored to do our share toward getting business on a stable basis by very radical price changes the last of which took place on Sept. 1, and our prices at the present time are practically what we were selling the same goods for in 1915 and 1916. Moreover, we are not taking advantage of the protection afforded us by duty on goods which we manufacture, but are at the present time selling at an advance of 10 or 15% higher than prices of the same goods in the United States, which, we think the wholesale hardware dealers will agree with us, is all that can be asked of us under the present conditions.

"It is hardly necessary for us to enter into a discussion covering the duties of the manufacturer and dealer, but we think that part of the responsibility should rest on the latter as well as on the manufacturer who in most cases has done his share and it is up to the dealer to reduce his prices to a replacement basis, which we feel a number of them have not done."

Woodenware

A manufacturer of woodenware: "While we are not hardware merchants, we take pleasure in advising you that we at all times as nearly as possible follow the market up or down, and all of our stock at stock-taking, will be taken as at replacement value, as near as we can estimate, and we prefer to estimate under rather than over."

Tools, Shovels, Unchanged Before May

A manufacturer of tools, shovels, etc.: "We do not contemplate making any reduction in prices for some time to come, unless something unforeseen turns up to make this action necessary. As you are aware, we made substantial reductions in our prices on June 1 and again on October 25 so that figuring costs on replacement values, our selling prices are now on a very low level, in fact some of our lines actually show a considerable loss.

"Our prices are guaranteed until May of next year, and in our opinion, taking everything into consideration, prices should remain stationary during this period at least, although you can understand it is a difficult matter in these days to forecast the future correctly."

Shovel Prices Unchanged Before May 31

Another shovel manufacturer: "As we now understand the situation the shovel makers do not contemplate any change in price before the 31st of May, 1922. prices being guaranteed against all decline up to this date."

Brushes Unchanged Before July

A brush manufacturer: "There will be no changes in the price of brushes until July 1 next. Our new materials were lower last June than they have been since and if there is any change it will be upwards."

Refrigerators, Screen Doors, etc.

A manufacturer of refrigerators, screen doors, etc: "Our prices for season of 1922 were issued in October and were based as close to actual cost as we could possibly make them. Since our prices were made some grades of lumber and some other raw materials have advanced, so that it would hardly be possible to make as close prices as we are now using, if they were based on to-day's cost."

Washers, Pumps, etc.

A manufacturer of washers, pumps, woodenware, grain grinders, etc.: "We went into our costs very carefully at the end of September and made prices at that time which we hoped would hold good for a year. Changed conditions may require certain revision but on the whole we believe there will not be very much change."

Saws and Other Tools

A saw manufacturer: "We have gone over the matter of prices, pretty care-

(Continued on page 52)

Pittsburgh-Base Case Now Being Heard

"Greatest Law Suit Ever Tried in U. S." Says Judge Gary—Further Readjustment of Selling Prices on Iron and Steel May Take Place

THE "PITTSBURGH BASE" or "Pittsburgh plus" case now being heard in Washington is said to be the most important ever before the Federal Trade commission Judge Gary has stated it is the greatest lawsuit ever tried in this country. It involves an annual amount of $75,000,000 now being received by the steel mills, as well as a readjustment of the entire steel industry, beyond that which has already occurred through the voluntary action of steel manufacturers.

The case was filed before the Federal Trade Commission on July 21, 1919, on the complaint of the Western Association of Rolled Steel Consumers and grew out of the trade practice which prices all rolled steel "f.o.b. Pittsburgh." That is, no matter where the steel is made or shipped from "it is priced at the Pittsburgh mill price plus the freight from Pittsburgh to the point of destination."

The original complaints, jointed by many steel, civic and commercial organizations throughout the south and west, claims that the practice discriminates against western and southern industry. According to them the Pittsburgh manufacturers, due to this practice, compete with them on equal terms, but when they desire to sell their products in an eastern market they are compelled to pay two freights, "the imaginary freight," as it is termed by the Federal Trade Commission, and the actual railroad charge to the eastern point of destination.

Farmers claim this practice has increased prices of steel articles used on the farm. They complain that the "Pittsburgh base" practice deprives them of the advantages of a wider home market and compels them to ship farm products to distant points to their economic disadvantage.

Retailers Discuss Important Topics

Fourth Annual Convention of Eastern Ontario and Ottawa District Retailers Indicates Much Progress—Increasing Importance of Retail Merchants is Emphasized

By Special Correspondent Hardware and Metal

KINGSTON, Ont.—Many important resolutions relating to the retail trade were passed at the fourth annual convention of the Retail Merchants' Association of Eastern Ontario and Ottawa district which convened in this city on Tuesday and Wednesday of this week. The sessions were held in the Y. M. C. A. hall, and President Henry Watters of Ottawa, presided. Delegates were present to the number of about 250, representing points as far west as Trenton, and points in the east as far as Cornwall and Ottawa.

Mayor Corbett's Address

Addresses of welcome were given by Mayor S. S. Corbett on behalf of the city of Kingston and W. Y. Mills on behalf of the Kingston branch. The place the retail merchants hold in business is well known, and all appreciate the splendid work it is doing in the interests of legitimate business throughout Canada, said he.

W. Y. Mills, in welcoming the convention on behaf of the local branch, said:

"Gentlemen, in extending to the members of the Retail Merchants' Association of Canada a very hearty welcome to the city of Kingston, I do so in the pleasurable knowledge that it is to a great extent a fraternal return for the hospitality the Kingston retailers received in other centres where our conventions have been held, and the pleasure is much increased by the thought that many friendships formed on those occasions will now be strengthened and renewed."

President Watters Replies

President Watters replied on behalf of the officers and thanked the Mayor and President Mills for the warmth of the greeting which was fully reciprocated by all. The convention gave them a splendid opportunity to see Kingston, a city of great historic importance in Canada, and the privilege would be availed of to the fullest extent, when the business of the sessions permitted.

The report of the secretary, J. C. Campbell, of Ottawa which followed, showed the membership of the district to be 1,550, and this was regarded as a most gratifying report.

T. W. Collins, the treasurer, of Ottawa, also submitted a report, and it showed that the association had a surplus of $1,785.98.

An eloquent plea for a united Canada was the feature of an excellent address by Major-Gen. Sir A. C. Macdonell in proposing the toast to "Canada" at the banquet given to the Retail Merchants' Association by the Kingston branch in the Y. M. C. A. assembly rooms on Tuesday evening.

W. Y. Mills, president of the Kingston branch, occupied the chair and fully 400 merchants representing all lines of trade, 100 of whom were from outside points, attended. Besides Major-Gen. Macdonell the other speakers were Brig.-Gen. A. E. Ross, M. P.-elect, Henry Watters, district president of the association, R. J. Rodger, Major S. S. Corbett, B. W. Ziemann, Preston, Ex-Mayor Patterson, Brockville, W. C. Miller, provincial secretary, Toronto, and Bryan White, Ottawa. A splendid musical programme was rendered by the Kiwanis quartette.

Major-Gen. Macdonell described Canada as the greatest country in the world, and the present century was certainly her century.

Brig.-Gen. Ross' Address

Dr. Ross received a warm greeting when he rose to respond. He congrat-

Improving Prospects for Accessory Sales

WHILE official figures of total registration of motor vehicles in Canada are not yet to be had, summaries compiled by various organizations indicate that there were registered at the end of 1921, 459,818 *motor vehicles in Canada. By provinces the approximate number is as follows:—Ontario,* 204,455; *Saskatchewan,* 60,836; *Quebec,* 56,400; *Alberta,* 39,835; *Manitoba,* 38,195; *British Columbia,* 32,136; *Nova Scotia,* 14,050; *New Brunswick,* 12,160; *Prince Edward Island,* 1,751. *These figures show comparatively high increase in a number of provinces and indicate the extent to which the field for automobile accessory sales developed during the year. With lower prices now being made on practically all models of cars and with legislation under way making necessary the use of lights on all vehicles, etc., prospects for accessory sales during* 1922 *are good. Displays such as the above will help stimulate early interest in this line.*

ulated Gen. Macdonell upon the profession he represented, "for, said he "without people of his kind the world would have been confined within very narrow limits indeed."

Toast to Association

Albert Patterson, ex-mayor of Brockville, proposed the toast to the Retail Merchants' Association which he described as the greatest organization in Canada. He complimented the merchants upon such a fine gathering which gave an impression of what Canadians should be, for here we learn what it is to be a good Canadian. He told of the early efforts to form the association which were not always encouraging, but to-day the membership is 1,500 and it is soon to be 2,500. This depends upon the men who are now members. Some say, "How does it benefit me?" To that I say we help to extend its usefulness by being members working together.

Henry Watters, district president, responded and gave an exhaustive review of the association including its organization and work, since it last met in Kingston twenty years ago. "I am glad Dr. Ross is here as he may be of some help to us if he is a member of His Majesty's loyal opposition."

We look forward to a return to parliamentary government as many enactments affecting business have been the work of officials governed by regulations of the departments. Many factors of our business cannot be made problems of politics. We are not looking for special favors, but we are a part of the industrial system of this country as distributors. We must recognize this for our class is not organized politically. The arguments of agriculture, labor and transportation apply equally to distribution without which agriculture would be of little use. There is no more reason for an agricultural political party than for a distributing, a transportation or other occupational party.

OFFICERS ELECTED

The convention of the Retail Merchants was concluded at noon Wednesday after dealing with twenty-seven resolutions of great importance to the trade and electing officers. Henry Watters for several years president was re-elected and the other officers are: First vice-president A. Goulet, Bourget; second vice-president, W. Y. Mills, Kingston; third vice-president, A. Sweet, Winchester; treasurer, John Collins, Ottawa; auditor, Alexander Phillips, Ottawa; delegates to the provincial board: Mr. Patterson, Brockville; B. G. Crabtree, Ottawa. The executive will elect the secretary. The date and place of the next convention was left to the decision of the executive.

To Help Promote Trade

We shall endow our new-comers with all the privileges of citizenship. We believe that the Retail Merchants' Association is just as important as any other branch and must insist upon recognition of our interests and we are obliged to go to the government from time to time and press our claims for amelioration of the conditions of which we complain. We hope by means of organizations of this kind to promote everything in the interest of the best methods and measures in trade, and to eliminate undesirable tendencies on the part of merchants such as cut-rate tendencies prevalent at the present time. We are against such methods as a matter of self-defence as well as in the interests of society which should take these things to heart as things which affect its interests. It is a problem in economics as expressed by a noted economist at Harvard University when he said "overhead expense must always be considered," and before all other elements of cost, must always be considered. Week-end sales at cut rates are not sound economics. They are a loss to society. We must transform unsound thinking into sound thinking. There is no gain to business by the practice of methods that are costly and wasteful.

The toast of "Our guests" was proposed by R. J. Rodger and responded to by Mayor S. S. Corbett, Bryon White, Ottawa, Mr. Zemann, Preston, W. C. Miller, provincial secretary, Toronto. Mr. Ziemann told of the benefits of the association to the retail merchants who represented more capital and paid more taxes than any other business in Canada to-day. Mr. Miller spoke on legislation and Mr. White invited all to attend the Ottawa winter carnival.

Resolutions

Fol'owing resolutions were passed.

Asking the legislature to give an interpretation act defining the different trade sections.

That before any manufacturer fixes a retail selling price he should submit a copy to a committee of this association in order that the interests of the retailers may be considered.

That retail merchants report the operation of Suit Clubs in any town, city or district in order that action may be taken again their illegal operation.

That Armistice Day be observed on November 11th regardless of Thanksgiving Day.

Recommending the registration of manufacturers' liens which apply to contracts for goods bought on the instalment plan.

That the executive oppose attempts to carry the eight-hour day in the Ontario and Dominion parliaments for all manufacturing, producing and distributing classes.

Tht any attempt to make the workmen's compensation act applicable to the retail trade be opposed.

Asking the government to omit the retail trade from the operation of the minimum wage act.

That the Dominion board watch attempts to establish investigation into the profits of retail merchants as existing in the United States.

That the matter of smuggling be brought to the attention of the government in order that methods be devised to stop the practice.

Regarding collection of income taxes, asking that the executive study the matter to eliminate duplication.

Expressing disapproval of manufacturers holding retail sales.

Endorsing the action of the Dominion board regarding the manufacturers and wholesalers selling to retailers' customers.

Asking that all false advertising be sent to the secretary to be dealt with by the Dominion board.

(Continued on Page 48)

HERE WE ARE AGAIN

On our way to the Seventeenth Annual Convention and Hardware Exhibition of the

Ontario Retail Hardware Association

to be held in Hamilton on

February 14, 15, 16, 17.

Keep these dates open and be sure and meet us there

Patterns for Making of Spiral Elbows

Written for Hardware and Metal by O. W. Kothe, Principal St. Louis Technical Institute, St. Louis, Miss.

SPIRAL elbows like spiral pipes are considerably stronger than the ordinary cross-seam riveted pipe.

The spiral seam is continuous wrapper around a cylinder and also allows for expansion and contraction.

We first consider the spiral elbow as in any ordinary elbow. In this case we have a six piece elbow if it were made in gore pieces.

So, miter lines are drawn as X-9', x-h; x-D; x-C, etc. Divide the heel lines as 9-9' in the same number of parts as are in the half section.

The full gores as 9'-h, etc., are divided in twice as many spaces as are in the half section. Observe elevation lines are continued from miter line to miter line parallel to the heel lines of elbow.

Now by drawing each of the divisional lines to the center X we are able to trace the spiral line as shown.

When this is drawn, then erase the surplus lines, holding only the intersections of the spiral and elevation lines as 8," 7", 6", 5", 4," etc.

This enables you to reconstruct the elevation lines as 8-8," 7-7," 6-6" 5-5" etc. Also 8-g, 7'-f, 6'-e, 5'-4, etc.

To set out the pattern, observe the first half revolution is set out the same as any ordinary elbow by picking the lengths as 1-2'-2'; 3-3'; 4-4' etc., to 9-9' and set them off as shown.

Now when we take in the other half revolution, notice that the lines incline toward the throat.

This is to take in that slant in the throat and permit the wrapping of the flat metal.

Now in setting these spaces over use space 9-8' as girth and strike arc as 8."

Next sweep arc 7 and then pick line 9-8" and set in diagram of true lengths as 8."

Notice we reach over one line, and so we pick sectional line 8 and set it as 8 in diagram.

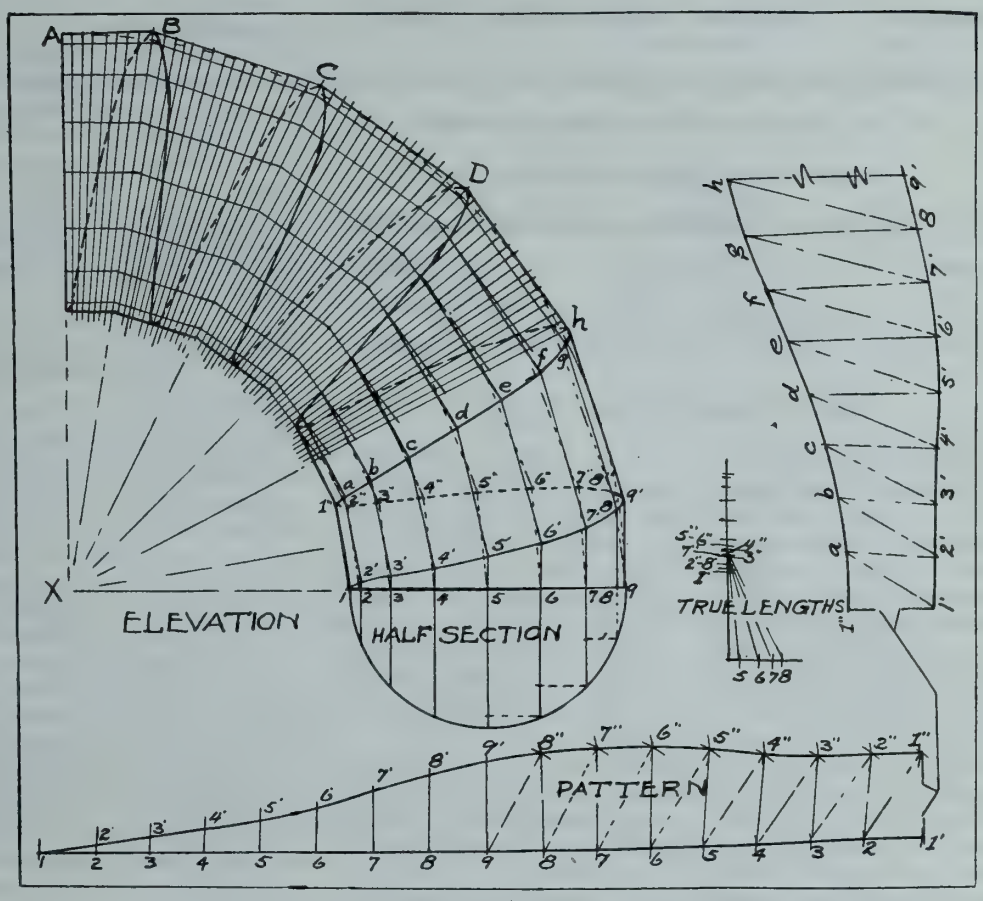
Then 8-8" is our true length. Set this in pattern as 9-8."

Then pick elevation line 8-8" and from 8" in pattern cross lines in point 8.

Strike arc 7" equal to 8'-7' of pattern, and strike arc 7.

Then pick distance 8-7" from elevation and set in diagram as 7".

Then pick the difference between sectional lines 8 and 7 and set this in diagram as 7.



Patterns for spiral elbows.

Then 7-7" is the true length.

Set this as 8-7 in pattern.

Then pick 7-7" from elevation and set as 7"-7 in pattern.

Repeat this process until two revolutions are developed.

Allow laps for riveting.

Note—' ft.; " in.

HON. F. C. BIGGS FAVORS LIGHTS ON ALL VEHICLES

Legislation providing for the carrying of lights on all vehicles, on a province-wide basis, may be submitted by Hon. F. C. Biggs for the consideration of the Ontario Legislature this session, but the matter is not in such shape as to permit the Minister to make any definite statement.

"The subject is one for the Legislature to deal with," he said, but he made it clear that personally he believed thoroughly in the value of such legislation as a factor in safeguarding the users of horse-drawn vehicles.

"So far as the Government bringing in legislation is concerned, the matter has not been considered," he stated. It is realized that such a move, while certain of approval by motorists generally might face considerable opposition from rural members, whose constituents would find such a requirement irksome in many cases.

HARDWAREMAN SPEAKS ON OUTLOOK

London, Ont.—Speaking on "What are we going to do to make 1922 a Successful Year?" before the Rotary Club at its regular meeting this week, C. A. Whitwam emphasized especially the importance at the present time of maintaining a spirit of optimism and of backing it up with hard work.

"It is up to me and every one of us," he said, "to look on the bright side for the future and to boost with all our might. There is no doubt at all that stocks in a great many lines are low, very low. Prices of many lines of hardware are at pre-war levels. Other lines are coming down more slowly owing to the fact that wages much higher than those of pre-war days are being paid. Reports we receive from our travelers, from other travelers and from inquiries in letters from retailers indicate that stocks are low. This will mean a good deal of replacement business soon in order that even ordinary trade be carried on."

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Busines Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, JANUARY 21, 1922

Need Accurate Inventory

IT IS ADVISABLE that the annual inventory, as compiled by hardware merchants at this time of year, should be closed up promptly and not allowed to drag along unfinished. Stocktaking is never a likeable job, but if the real importance of the information set forth in an accurate inventory is appreciated, the work will be carried out as diligently as possible. Allowing this operation to remain in an uncompleted condition after the allotted time only tends to becloud the actual condition of the business, and in times like the present the merchant cannot have too much detailed information of an accurate character at his disposal.

Conditions vary among hardware stores, as to the amount of work to be done, the plan followed, and the help with which to accomplish it, but in every case attention should be given to see that some plan is evolved whereby the inventory is closed up definitely within a reasonable time so that the merchant may know exactly where he stands. A number of suggestions have been outlined in recent issues of Hardware and Metal by which the work may be materially reduced and specific information of a valuable nature secured. Where there are merchants who have not a regular bookkeeper or accountant, temporary assistance might be secured at small expense to assist in completing the inventory.

While it is important for the merchant to have accurate knowledge of the condition of his business, it is also important at present to have such information for the guidance of bankers, insurance companies, wholesalers, tax collectors, and others, with whom the merchant has dealings. While money rates continue high great care will be taken by such organizations to know exactly the standing of retail firms with whom they do business. Thus it is that from several standpoints the securing of accurate inventory records at the earliest possible time is of vital necessity.

Iron and Steel in 1921

RECORDS of the world's iron and steel industry for the year 1921, which are just now being completed, indicate that production last year fell to very low levels. For instance, the world's output of pig iron last year is estimated at thirty-five million gross tons with steel ingots amounting to forty million gross tons. These figures represent a decrease of approximately 65 per cent. on pig iron and 70 per cent. on steel ingots compared with production in 1920 and in 1913 the world produced almost twice as much pig iron as last year.

It must be remembered, however, that even if current demand required it, the world could hardly produce as much pig iron now as was the case in 1917 due to the destruction of plants and the dispersal of organizations in central and eastern Europe. It is estimated by an authority that the present world's pig iron capacity is about seventy million tons and the possible steel output about eighty million tons.

From these figures it is evident that last year's production throughout the world was about on the basis of 51 per cent. of capacity. Records of U. S. mills show 43 per cent. production in 1921 thus indicating that the United States mills curtailed production of this primary metal more severely than the rest of the world. In fact it may be significant that whereas U. S. production of steel amounted in 1918 to sixty per cent. of the world's consumption, and amounted to sixty-three per cent. in 1919, it dropped to sixty-two per cent. in 1920 and dropped to 49 per cent. of the world's total last year. A close survey of the world's figures shows that Germany, Austria, Poland, Russia and Hungary increased production last year.

May Make a Record Year

IT IS ESTIMATED that ninety per cent. of the men unemployed this winter are ordinarily associated with some branch of the building industry. This indicates another phase of the importance of this industry in the general prosperity of the country. Various organizations and other influences are at work to bring about a resumption of building on a broader scale in the coming Spring. Secretary George Gander, of the Toronto Builders' Exchange, has stated that building costs are now 35 per cent. below the peak so there should be some encouragement on this score. It must not be thought, however, that building has fallen off to any great extent, for building to a value of $240,000,000 was done in Canada during 1921, which, taking into consideration the decline in prices as compared with 1920, revealed a bigger volume of building last year than in the immediately preceding years. The anticipated increase in building this year, if it materializes, will not have to go far to create a record.

Briefs

WITH THE passing of W. H. Dalton, head of the wholesale hardware house of W. H. Dalton & Sons, Ltd., Kingston, Ont., at the ripe age of seventy-eight years, Canada loses another of the veterans of the hardware trade.

THE IMPROVEMENT of foreign exchanges is pointed to by economists as a definite indication of improvement in fundamental conditions. The sooner every nation realizes that it cannot gain by isolating itself, but that its problems are the problems of the world and must be solved by international co-operation, the sooner will definite and lasting improvement be noted.

THE ANNUAL inventory has been likened to the physical examination a man must undergo for insurance. Many men will prefer to take a chance on death from some unknown disease rather than attempt to cure a known one. The inventory this year may have revealed a condition in the business which needs righting. If so, now is the time to carry it out, despite the cost, and business will reveal improvement in 1922 for so doing.

FEW CANADIANS realize that Canada's waterpower development represents an investment of $475,000,000 while the power produced would otherwise require 18,000,000 tons of coal yearly. The electrical industry in Canada, extensive as it is, is yet in its infancy in regard to power development and the uses to which this energy may be put. With its development there comes additional business for the hardwareman.

News of Western Canada

WESTERN CANADA NOTES

A. H. Fraser, Winnipeg, is on a business trip to Eastern Cities.

William H. Barber, president of the W. H. Barber Co., Minneapolis, Minn. was a business visitor to Winnipeg.

F. Morton Morse, President Miller-Morse Hardware Co., Ltd., Winnipeg is on a business trip to Toronto and other Eastern cities.

W. S. Fallis, Vice-president of the Sherwin-Williams Company of Canada Ltd., spent a few days in Winnipeg on his trip to the Coast.

Sidney Littlewood of Miller-Morse Hardware Co., Ltd., Winnipeg has been elected on the executive of the Paint, Oil & Varnish Club of Winnipeg for the year 1922.

Charles Beck, Jr. who is associated with his father in the hardware business at Yorkton, Sask., is on a business trip to Winnipeg. Mr. Beck's father is one of the pioneers of the hardware trade in Western Canada.

Miller-Morse Co., Ltd., is making an extensive enlargement in sporting goods and automobile accessory lines and they are making additional space in the warehouse for these departments.

S. K. Gryde, hardware merchant, Leader, Sask., has sold part interest in his business to H. A Stone, a brother-in-law who has been associated in the business for the past three years. The name in future will be Gryde & Stone.

C. M. P. Fisher of the Enterprise Foundry Company, Limited, Sackville, N. B., while on a business trip to Winnipeg gave a brief address to the traveling salesmen of the J. H. Ashdown Hardware Co., Ltd., attending the annual sales convention.

Fifteen companies with a total capitalization of $500,000 have been granted incorporation in Victoria, B. C. this week. Included in the number are Stork's Hardware Limited of Prince Rupert with capital of $10,000 and the "J. E. Battery Company of British Columbia," whose capital is also $10,000.

TO OPEN WINNIPEG BRANCH

The Canadian Asbestos Co., announce that they will shortly open a Winnipeg branch to take care of their Western business. Officials of the company are now on their way to arrange the details.

Letters to the Editor

SECRETARY MACPHERSON REPLIES TO ALBERTA HARDWARE MERCHANT

Editor "Hardware and Metal,"
Toronto:—

In your issue of 7th inst., I note a letter from a Mr. Dutil of Blaimore Hardware Co., Alberta, in which he expresses disagreement with my article on "Making the Inventory tell the truth" as published by you on Dec. 24th last.

Mr. Dutil in this letter inadvertently, but quite clearly, substantiates the truth of the position I have taken. He states that his practice has been to cost his inventory at replacement values (regardless of cost), as nearly as possible. This means that on a rising market, through his inventory, he took his profits before he earned them—that he inflated his net profits during the years of rising values and in consequence paid Income Tax, etc., on profits which were only on paper.

Mr. Dutil mentions a $5,000 lot of builders hardware in stock, bought before the war at 50 per cent. of present value—as if he still had that stock at the pre-war price. He has no such value in builders hardware. He has the stock at exactly the price (replacement value), at which he entered it on his last inventory. He has sold these goods to himself, taken the advance as a profit, paid his Income Tax on this profit, and still has the goods, but now on a declining market. Is profit figured this way, true profit? My advice was to price Inventory "at replacement value or cost price, whichever is lower." This means don't figure a profit till you get it, but if you have to take a loss, take it now.

I further advised the re-marking of retail prices on basis of inventory. This did not for a moment imply that costs lower than replacement value should be used in marking resale prices. A dealer is entitled to any benefit secured in this way necessary to offset declines in values.

Regarding insurance adjustment, and the use of inventory in connection therewith, I do not profess to be an authority on this matter, but I take it that fire insurance is an indemnity against loss by fire. This would imply a replacement of the goods destroyed, or a cash payment to that extent. There is no question in my mind, that when an appreciation in value is shown that same would be allowed by adjuster, but it would be well to note such lines on inventory, in red ink, showing present values and amount of appreciation over prices shown in inventory, but not to be added to inventory, which is being taken to ascertain one's true financial position.

A merchant cannot afford to fool himself by inflating his inventory. If he does, it will recoil some day like a boomerang. Then—

"To thine ownself be true,
And it must follow, as the night the day,
Thou canst not then be false to any man." (Hamlet)

Signed W. F. Macpherson,
Sec., Ontario Retail Hardware Ass'n.

SEE PAGE 46

On page 46 will be found a write up of interest to Western readers concerning the affiliation of paint clubs in Western Canada.

WOOD VALLANCE LTD., ANNUAL CONVENTION

Winnipeg.—The Wood Vallance Ltd., Sales Convention was held in a specially appointed room in the Hammond Building with the following salesmen in attendance: R. A. Grant, J. P. Wing, H. A. Sutherland, J. A. Jack, F. J. O'Neill, A. H. Davidson, R. M. Pritchard, F. B. Stott, C. A. Pole, H. S. Spencer, J. S. Bates, H. A. Bestall, M. P. Barnes, A. H. Jackson, J. J. Sullivan, Geo. H. Henty, H. L. Huyck, W. Dawson, A. F. McDermid, H. S. Martin, A. T. Redmond, W. Wilson, Alex. Gordon, R. K. Newport.

Several factory representatives addressed the Convention and outlined some very practical and instructive sales campaigns for 1922.

The Wood, Vallance Social Club entertained the traveling salesmen to an informal dance in the Oddfellows Hall McMillan Ave., on Tuesday evening and a most enjoyable time was spent. The orchestra was composed of members of the staff known as the "Homophonous Six" under the direction of R. K. Newport. Most of the salesmen have returned to their territories very optimistic about the outlook for the coming year.

Events in the Trade

BUSINESS CHANGES

Montreal, Dominion Sheet Metal Works has dissolved.

Belmont, Ont.—Orville Reid, hardware has sold to E. J. Grant who will take possession on March 1.

FIRE LOSS

Hull, Que.—The hardware store of F. E. Tremblyn was destroyed by fire.

Dresden, Ont.—The Meredith foundry was completely destroyed by fire.

Gravenhurst, Ont.—J. E. Clipsham & Sons hardware, suffered fire loss.

London, Ont.—Cowan Hardware Company's store and stock suffered by fire with an estimated loss of $250,000, all covered by insurance. Spontaneous combustion among inflammable materials on the second floor of the hardware store is said to have been responsible. The fire spread to two adjoining stores which also suffered considerable loss.

INCORPORATED

Montreal, Omer De Serres, Ltd., have received incorporation.

PERSONAL

W. P. Biggs, manager of the Canada Tack & Nail Co., Morrisburg, Ont., visited the Montreal trade this week.

N. O. Hynes has joined the sales force of Lewis Brothers, Ltd., and will call on the trade in the city of Montreal.

N. Parent of Canadian Yale & Towne Co.; D. S. Laughlin of Thomas Laughlin Co., Portland; R. M. Cruise of Corbin Cabinet Lock Co., and Morris Wheeler of Sargent & Co., New Haven were among those calling on the Montreal trade this week.

R. P. Dickson, vice-president and managing director of Sumner Co., Ltd., Moncton, N. B., was elected president of the Moncton Canadian Club at their annual meeting. Mayor A. C. Chapman, Sec.-treasurer and manager, N. B. Wire Fence Co., says he does not intend to be a candidate for re-election this spring.

E. G. Brousseau, of Brousseau and Frere, hardware, Quebec City was a visitor to Hardware and Metal office in Toronto this week on his way to attend the conference in Hamilton of the Association of Canadian Building and Construction Industries. Mr. Brousseau is secretary of the Quebec Builders' Exchange.

DEATH OF JOHN HEPNER

John Hepner, of the firm of Stevens-Hepner, Ltd. Port Elgin, brush and broom manufacturers, died in Toronto in his 73rd year. Mr. Hepner was one of the group of manufacturers who, from small beginnings, built up the industries which now dot the western part of Ontario. He was born in Napanee, and went to Port Elgin when a young man. He was engaged in the old Port Elgin Brush Works, controlled by the late Col. B. B. Boyd.

With H. H. Stevens, he secured control of the firm, with the firm name of Stevens & Hepner. The business prospered under the guidance of these two men and has developed into the present firm of Stevens-Hepner Ltd.

THE LATE JOHN HEPNER

Mr. Hepner was concerned mostly with the practical end of the business, and during his long connection with the firm was held in high esteem by his employees. Three years ago ill-health forced him to refrain from active work, and since then he had travelled considerably. His illness, however, did not become serious until a few weeks ago.

R. CHESTNUT & SONS LTD. ERECT NEW BUILDING

Fredericton, N. B.—Preparations for the erection of a new brick building on York street for mercantile purposes was revealed in an application made to the City Council by R. Chestnut & Sons.

VETERAN HARDWARE MERCHANT DIES

Kingston, Ont.,—A veteran hardware merchant passed away here on Thursday in the person of William B. Dalton, head of the wholesale hardware firm of Dalton & Sons Ltd., after ten days illness. Deceased was in the hardware business for over fifty years and was a life long resident of Kingston. He was seventy-eight years of age and had been a prominent Mason and official of St. Georges Cathedral. He is survived by his wife, two daughters and four sons. A brother at the age of eighty-four years, died but three weeks ago.

OPEN OFFICE IN TORONTO

Canada Foundries & Forgings Ltd., have opened an office at 186 Bay St., Room No. 5, Toronto. This is Toronto headquarters for the Welland and Brockville plants of the firm. Tim W. Rogers, notice of whose appointment appeared in a recent issue of Hardware and Metal, will be in charge of this office.

NEW MARLIN FIREARMS COMPANY FORMED

The Marlin Firearms Corporation has been organized with offices and works at New Haven, to make Marlin sporting firearms. The new company has acquired the land and buildings of the original Marlin Firearms Company, and the good-will of the Marlin firearm business. It has also purchased the assets of the Hopkins and Allen firearms business.

John F. Moran, who has been made president of the company, was for twenty years assocaited with the Marlin Firearm and Marlin-Rockwell interests as sales manager of the sporting firearms and machine gun division, and as general manager of the Mayo Radiator division. The other officers are: Reuben Hill, first vice-president and secretary; Thomas Mr. Steele, second vice president; Robert C. Ogle, treasurer and Robert G. Baird, assistant treasurre.

W. W. Neff, who for several years was with the advertising department of the Winchester Repeating Arms Company, has been appointed advertising manager of the new Marlin company.

As announced in last week's issue of Hardware and Metal, the Dominion Cartridge Co., Montreal, has been appointed Canadian representative of the Marlin Firearms orp.

WORK COMMENCING ON NEW HARDWARE STORE

C. G., Bailey, 1958 Queen Street East, Toronto, is commencing the erection of a new hardware store a few doors west of his present location. The new store will be 30ft. by 60 ft., thus giving more than double the present facilities for displaying goods. Modern counters, fixtures, etc., will be installed and special attention will be given to the display and sale of household lines. The new store will be ready for occupation by April 15.

HOWARD CANE

of Wm. Cane and Sons Co., Newmarket, Ont., who as announced in a previous issue of Hardware and Metal, was elected mayor of that town for 1922

Cowan Hardware Will Rebuild After Fire

Disastrous Fire to Cowan Hardware Co. store in London, Ont., causing loss of $250,000—Will rebuild as Quickly as Possible said James Cowan to Hardware and Metal Representative during Progress of the fire

LONDON, Ont.—Just as quickly as stock can be secured the Cowan Hardware Co., will be open for business again following the fire which completely destroyed the firm's store on Wednesday morning, causing a loss of $250,000.

"We will rebuild as quickly as possible" said James Cowan to Hardware and Metal "as he watched the flames sweeping through the building "I am at a loss to account for the cause of the fire. The only thing I can possibly attribute it to is spontaneous combustion. The building we occupied was fifty years old. As soon as possible we will commence work on a large new thoroughly modern store."

When Charles McKerlie the assistant manager came down at 7.45 to open the store he was met by a rush of smoke that forced him out of the building. In the meantime some one had noticed the flames shooting through the rear windows and called the fire department. The three upper storeys and basement were filled to capacity with merchandise and only the afternoon before a car load of roofing had been unloaded and stored on the second floor. The fire had apparently been burning for some hours and crept up the elevator shaft finally breaking out in a dozen places at once. It had made such progress that the firemen could do little to check it. The building is completely gutted the second and third floors falling in and the roof burned off. Mr. Cowan stated to Hardware and Metal that the loss is fully covered by insurance.

CONVENTION OF STEEL CO STAFF

The tenth annual sales convention of the Steel Co., of Canada, was held at the Royal Connaught Hotel in Hamilton, the sessions being attended by a fully representative gathering of the entire sales organization, with works managers and superintendents from the various plants.

Plans for the ensuing year, the problems of salesmanship under changing conditions, the business outlook for 1922, and many similar topics were dealt with at the sales conferences which were in charge of H. T. Diplock, Eastern Sales Manager, Montreal, and George Spence, Western Sales Manager, Hamilton.

Robert Hobson, President of The Steel Co., presided over the banquet, which was held on Wednesday evening.

A. H. MACLAUCHLAN IS ADVERTISTISING COUNSELLOR

In giving the names of officials associated with W. Walker & Sons, Toronto, in last weeks issue, the name of A. H. Maclauchlan, advertising counsellor was inadvertently omitted.

Organization of Toronto Hardware Retailers

Dinner at Carls-Rite Hotel on Wednesday, January 25th, to Discuss Plans For Organization of Toronto Retail Hardware and Paint Dealers

TORONTO retail hardware and paint dealers will be the guests of The Paint Oil and Varnish Club of Toronto at dinner at the Carls-Rite Hotel on Wednesday, January 25, when a proposal for organization will be discussed and it is hoped, carried out.

While the suggestion for organization has come from the Paint, Oil and Varnish Club it is intended that the Association of the retail trade shall be independent and free to deal with all other organizations towards which their interests lie.

The purposes of the organization are fraternal and to also deal with questions and problems of mutual interest.

Lack of organization in the past has retarded concerted action on the part of retailers in matters that individuals could not very well deal with alone. Co-operation in the advancement and extension of their business is one of the objects hoped for in getting the retail dealers together and there is no doubt that there is much to be undertaken and accomplished in Toronto along this line.

Considerable interest has been developed already in the retail trade and many are taking the question up enthusiastically.

It is the intention of the Paint and Varnish Club, as hosts, to announce the object of getting the retailers together after which the meeting will be handed over entirely to the trade.

Invitations have already been sent out and indications are that a record meeting will be held.

It is hoped that every retail hardware and paint dealer will respond by attendance and will do his share in the discussion and completion of the organization.

W. J. McCULLY

A Merchant of Stratford, Ont., who is the new president of the Ontario Retail Merchants' Association

Another Test As To Retailers' Status

Classing of Certain Retailers as Manufacturers Continues Despite Previous Rulings—Another Test Case Instituted at Ottawa—To Get Definite Ruling on Tinsmiths

THE CASE which was instituted against the government by the Dominion Board, Retail Merchants' Association of Canada to determine as to whether retail confectioners could be classed as manufacturers, came before the Exchequer Court, Justice Audette presiding, on January 12. This case, which also has some bearing on the status of other retail merchants, including tinsmiths, was taken against William Karson, of Sparks street, Ottawa, and was defended by the Retail Merchants Association, through their counsel, T. A. Beament, K.C.

E. M. Trowern, secretary of the Board, was present on behalf of the Association, and gave evidence to show that at no time could the provisions of the Act be interpreted as meaning that merchants selling direct to consumers, were liable for the payment of the three per cent tax levied against manufacturers. Mr. Bodley, secretary of the Canadian Association of Confectioners, gave evidence for the Crown, which defended its case through Messrs. Hogg & Hogg, barristers, Ottawa.

This case has created considerable interest, owing to the fact that a similar case was fought out and judgment was rendered in favor of the retail merchants by the late County Judge R. D. Gunn, of Ottawa. An appeal was taken by the late government, but was eventually dropped, a new suit being instituted under the amended Act. When judgment has been rendered in this case, it is the intention of the Retail Merchants' Association to secure, through the courts, if necessary, a definite understanding as to the status of tinsmiths and merchants in other lines of trade. It has already been definitely ruled by the courts that merchant tailors, making clothing for sale direct to the consumers, are not liable for the tax, and in a general way this ruling was understood to include tinsmiths and others doing business in a similar manner, but time and again since the original ruling, officials of the department have seen fit to place interpretations both upon the Act and the court ruling which have been anything but satisfactory to the retail trade.

This particular case, it was pointed out by Mr. Trowern in his evidence, was not a matter of whether small retail confectioners should pay a tax because large confectioners were paying it, but rather a case where the law clearly stated that only wholesalers and manufacturers who make up goods for sale to retailers, are called upon to pay the tax provided by the Act. "We are endeavoring to see that the government lives up to the provisions of its acts, irrespective of whether they are logical or not," said Mr. Trowern. "The tax was never intended to be collected by retail merchants and we object to having them placed under the provisions of the Act."

WORKING FULL TIME IN GANANOQUE

Gananoque.—Both the spring manufacturing plants here of the Ontario Steel Products Company, Ltd., are being operated to their full capacity to fill orders. The company is also sending a few skilled men from here to its Oshawa branch, which is to be opened again.

PERSONAL

Councillor C. Fingland of Blyth, Ont., has been returned for 1922 by acclamation.

John A. Brownlee of London, Ont., who has been ill for some months, shows little improvement.

W. A. Barr, hardware merchant at Merlin, Ont., headed the polls in the election for trustees.

Councillor W. G. Lochead of Forest, Ont., has been selected as chairman of No. 1 Committee for the year.

Frank Gingerich has taken a position as salesman in the new store recently opened by R. B. Waddle of Woodstock, at Tavistock, Ont.

At the annual installation meeting of Saugeen Masonic lodge at Walkerton, Ont., S. W. Vogan took over the office of Junior Warden.

The wedding was solemnized at Sarnia recently of John H. Fairbank, son of Col. C. O. Fairbank of the Fairbank & Van Tuyl hardware, Petrolia, and Miss Aileen Richardson. Mr. and Mrs. Fairbank have gone to San Louis, California.

HARDWARE STAFFS UNITE FOR SOCIAL

St. John, N. B.—Several hundred happy young men and women took the Y. M.C.A. building by storm the occasion being the joint social of the employes of the firms of T. McAvity & Sons, Ltd., and the W. H. Thorne & Co., Ltd. The latter won the basketball contest by 32-0. McAvity's won both women's and men's bowling matches. Thorne's had a small lead for the entire sporting program.

NEW FIRMS

George Faulds is making preparations for opening a hardware store at Wardsville, Ont., shortly.

MERGER OF TWO PLANTS WITH WARREN TOOL AND FORGE CO.

Negotiations extending over the past nine months have culminated in the purchase by the Warren Tool and Forge Co. of Warren, Ohio, of the plants and properties of The American Block and Manufacturing Co. and The General Malleable Co., which in future will be operated under the name of The Warren Tool and Forge Co.

CATALOGS AND BOOKLETS

Whites Limited, Collingwood, Ont., is sending out one hundred and fifteen revised pages for the general catalog, thus bringing it up to date according to a statement made to Hardware and Metal by J. F. Zimmerman, Manager of the company.

Twenty Years Ago

Following items are reprinted from Hardware and Metal of January 18, 1902:

J. H. Ashdown Hardware Co., Ltd., Winnipeg, has obtained incorporation as a joint stock company with a total capital of $1,000,000.

Readers will remember that some two months and a half ago we mentioned that W. S. Fallis of The Sherwin-Williams Co. had sailed on a voyage of trade discovery to the British West-Indian Islands. Mr. Fallis has for two years had charge of The Sherwin-Williams' interests throughout the Maritime provinces, and his selection as an ambassador of the firm in the colonies to the south was a fitting tribute to the success which has crowned his efforts.

There was a fire in the hardware store of Magnan Freres, Montreal, this week. The loss of $1,000 is covered by insurance.

The many friends of J. Johnston who for many years has been representing Dominion Wire Mfg. Co., Ltd., Toronto and Montreal, will regret to hear that he has been granted leave due to ill health and is to spend the winter in the south.

The boom in Sydney of the last two years consequent on the introduction of the Dominion Iron and Steel Co.'s works has been extensive but it has remained for the closing days of 1901 in which to produce the first steel. The following message was sent to the directors of the company by Mr. Moxham, the manager, "Poured first heat of steel at 8 o'clock tonight. Everything worked well. Steel made by ordinary pig and scrap process. Sixty per cent. Bell Island pig and 40 per cent. scrap. Quality of steel is excellent."

Already the new foundry of K. C. Beach & Co. at Winchester, Ont., is ready for business. Much larger than the old establishment the facilities for turning out modern work have been much increased, and nickel plant has been installed.

It is expected that the blooming mill of the Dominion Iron and Steel Co. at Sydney, C.B., will be ready between the first and 15th of the month when the manufacture of steel will be commenced.

Mr. Hiram Miller of the firm of Miller Morse & Co., Winnipeg, has returned from an extended eastern trip.

There is a big strike in Moncton, N.B., about 40 moulders and apprentices employed in the Record Foundry and Machine Works going on strike on Jan. 10.

Will Help Every Hardware Merchant

Knowledge Necessary to Combat Problems of Present Day Merchandising Will be Dispensed

MOST RETAILERS in the last year or two have faced situations in connection with their business which indicate the true importance of having an accurate knowledge of basic conditions and the means which other retailers are employing to meet the difficulties.

The program for this year's convention of the Ontario Retail Hardware Association in Hamilton, has been planned with this idea in view and every effort has been made to have something of a really helpful nature for the delegates during every minute of the convention. The revised program is shown on this page, some additions having been made since last week. This program will be shown in each issue of Hardware and Metal prior to the convention and readers are asked to follow it closely for new subjects introduced from time to time as arrangements are completed.

The morning sessions will be sent under way with community singing for the purpose of creating a good spirit and to help get the proceedings started promptly on time. The sessions will be held at the Royal Connaught Hotel thus avoiding the long walk to the Armories each morning which has been necessary on previous occasions. The singing will be followed each morning with a short session devoted to the Question Box, in which the particular problems of the various retailers will be dealt with. The questions already suggested are noted in connection with the program and the numbers of the ones to be dealt with on the various days are noted throughout the program.

Each afternoon will be left free for delegates to visit the hardware exhibition at the Armories. Here a large number of attractive booths will be found, each occupied by firms interested in selling to the retail hardware trade, and representatives will be in attendance to supply retailers with information concerning the various lines. Buying cards are being provided to retailers. In the afternoons only merchants and ladies accompanying them will be admitted to the exhibition, thus providing an opportunity for uninterrupted discourse with exhibitors. Non-members of the association will be provided with "Merchant's Tickets" to enable them to visit the exhibition in the afternoon. Every evening the exhibition will be open to the public, though children not accompanied by parents will not be admitted.

There will be a larger representation of firms at the exhibition this year than was the case last year, and confining the afternoon visitors to merchants and friends is expected to greatly enhance the value of the session to all concerned.

Program of 17th Annual Convention Ontario Retail Hardware Ass'n

February 14, 15, 16, 17th 1922, at Hamilton, Ont.

TUESDAY, FEBRUARY 14
Royal Connaught Hotel.

8.30 a.m.—Secretary's office, located on mezzanine floor, open for registration of members and guests, distribution of badges and general information.

9.45 a.m.—Convention Hall on mezzanine floor, community singing.

10.00 a.m. (promptly)—Opening session, President Nelson Mills presiding.
Song, "God Save the King."
Invocation, Rev. Dr. W. H. Sedgewick, minister Central Presbyterian Church, Hamilton.
Annual Address, President Mills.
Civic welcome, Mayor of Hamilton.

10.30 a.m.—Question Box, Ed. Wanless, Chatham, presiding.
Special topics for the day, questions 1 to 5, inclusive.

11.00 a.m.—The maintenance of established resale prices on well advertised products, H. J. Haire, The Alabastine Co., Paris.

11.30 a.m.—How dealers may successfully advertise, L. R. Green, advertising manager Tucketts, Limited.

12.00 a.m.—Appointment of convention committees and introduction of new business by members.

12.30 p.m.—Adjournment.

1.00 p.m.—Opening of hardware exhibition at the Armouries, John St. North. Hours, 1 to 10 o'clock.

During the afternon, only merchants and ladies accompanying them will be admitted to the exhibition. These hours every day are reserved for business intercourse between exhibitors and those why buy to resell or use the products exhibited.

Members and their ladies require no admission tickets, their badges are credentials at all hours.

Non-members and other buyers will be provided with "Merchant Tickets" by exhibitors and by secretary.

7.00 p.m.—Exhibition open to the public. Children unaccompanied by parents not admitted. Music provided both afternoon and evening.

10.00 p.m.—Closing hour.

WEDNESDAY, FEBRUARY 15

8.30 a.m.—Secretary's office open on mezzanine floor of hotel.

9.15 a.m.—Community singing.

9.30 a.m. (promptly)—Convention Hall, Question Box, George E. May, Toronto, presiding. Topics for the day, Questions 7 to 12 inclusive.

10.30 a.m.—Reports of officers and committees. Treasurer's report; Secretary's report; Auditors' report.

11.00 a.m.—The banker and the retailer, J. P. Bell, General manager Bank of Hamilton.

11.30 a.m.—Hardware mutual fire insurance, C. L. Clarke, Winnipeg, Canadian manager, Canadian Hardware & Implement Underwriters.

12 a.m.—F. J. Penberthy, Lowe Bros., speaking on "Business Disease."

1.00 p.m.—Hardware exhibition at the Armouries. Afternoon for buyers and representatives of business houses. Evening open to the public.

7.00 p.m.—Association banquet for ladies and men, Royal Connaught Hotel. Tickets, $2.50 each. John D. Wells, Buffalo, managing editor "Buffalo Times", will speak at the banquet. Subject, "Whoa," (full of wit and humor.)

Tickets should be secured at secretary's desk not later than Wednesday noon, if possible.

THURSDAY, FEBRUARY 16

9.15 a.m.—Convention Hall, Community singing.

9.30 a.m. (promptly)—Question Box, H. N. Joy, West Toronto, presiding. Topics for the day, Questions 12 to 18, inclusive.

10.00 a.m.—H. E. Mihell, executive member "Save the Surface" Campaign.

10.30 a.m.—Prof. W. C. Clark, director of courses in commerce, Queen's University.

11 a.m.—J. R. Shaw, Vice-President Canadian Manufacturers' Association.

12.00 a.m.—The association price book, introduced by secretary. Open discussion by members.

12.30 p.m.—Adjournment.

1.00 p.m. to 6.00 p.m.—Hardware exhibition at Armouries open to buyers and dealers.

6.30 p.m.—Complimentary banquet tendered by the Hardware Manufacturers of Hamilton.

7.00 to 10.00 p.m.—Exhibition open to the public.

FRIDAY, FEBRUARY 17

9.15—a.m.—Convention Hall Community Singing.

9.30 a.m.—Question box. Topics for the day. Balance of Questions.

10.00 a.m.—Reports of committees.
Resolutions.
Nomination of Officers.
Election of Officers.
Unfinished business.

10.30 a.m.—Visit new factory of Libbey Owens Sheet Glass Co.

1.00 p.m.—Visit Hardware Exhibition, finish buying and file buyer's cards with the Secretary at booth No. 99 or else mail it to him at Prescott, Ont.

QUESTION BOX DISCUSSION

1. How closely should we follow declining markets in adjusting our selling prices?
2. Are the Jobbers as prompt as they should be in meeting the declining market?
3. What shall we do with wage question as the high living costs decline.
4. How can the cost of doing business be cut, and maintain service.
5. What new lines did you add during 1921, that have proved profitable?
6. How many dealers present, pay a bonus on sales by Clerks?
7. Could not active steps be taken by this Association to prevent Wholesalers from doing a Retail business?
8. What is the best way to get results from advertising folders etc., as furnished by manufacturers?
9. How much should a dealer pay for goods he takes out of stock for his own use?
10. What should properly be included in over-head Expenses?
11. What is the average wage paid, Clerks, Tinsmiths, Plumbers? Have any reduced wages yet?
12. Has anyone definite information regarding workshop in connection with store? Does it pay?
13. What is the best way to handle slow accounts without offending customers?
14. What is the average percentage of loss on credit accounts?
15. Have any members successfully turned a credit business into a cash business? How was it done?
16. In changing credit to cash business would it be advisable to allow monthly accounts to telephone customers, and to customers who are building or painting?
17. How do you proceed to collect tough accounts?
18. What experience have dealers present had in handling auto supplies, tires, etc., in a small town? Do they find it profitable, or is most of the business going to garages. If Hardware dealers get bulk of the business, how do they do it?
19. What are the advantages or disadvantages of marking selling prices in private code?
20. Why are cheap platform scales still, many times the pre-war price?

Weekly Hardware Market Reports

STATEMEETS FROM BUYING CENTRES

Markets at a Glance

ADDITIONAL price reductions are evident on the current hardware markets. The new hardware tack list, referred to in last week's issue of Hardware and Metal, is now available, and records a decline of approximately 10 per cent., including the discount adjustment. Various lines of Miller padlocks are now revised in price, some numbers recording substantial reductions, and others only a minor change. A marked decrease is announced by the manufacturers on the Universal line of food choppers, and a similar change is recorded on the Enterprise make of products, including food choppers, coffee mills, presses and pumps. Following the recent easier price levels on eavestrough, conductor piping and corrugated sheets, manufacturers of galvanized products have announced price reductions on metal ceilings, the discount being changed from 10 to 12½ per cent. New season's quotations appear on sap buckets, spouts and square syrup cans, these being considerably lower than the previous prices.

Other price reductions include metal spoons and forks, stub end turnbuckles, certain makes of shears, and the Hudson line of apple parers, while in certain quarters local distributors have recorded easier prices on English galvanized sheets, Welsh Canada plates and tin plates. A steady tone is reported in the primary sheet markets, with improved spring buying looked for in iron and steel bars. An easier tendency is noted in southern crude oil centres, but no price developments have been recorded on the domestic markets. A reaction has appeared in demand for some of the ingot metals, while scrap materials are still awaiting an improvement in demand. There is at present a steady undertone in brass and copper products, with the trend in lead materials depending upon basic market developments.

Montreal Markets

MONTREAL, January 19.—Another long list of price revisions attract attention in the hardware markets. Changes, all in the downward direction, cover a wide range of commodities this week, one of the premier developments being the new hardware tack list, which shows a reduction of approximately 10 per cent. on all lines. Another important change is in the announcement from manufacturers of galvanized products that eavestrough and conductor pipe, corrugated sheets, metal ceilings and walls, are now at easier price levels. Eavestrough and pipe are reduced 10 per cent. while the other lines show a minor decline. English galvanized sheets, tin plate, terne plate and Welsh Canada plate are terprise line of food choppers, electric coffee mills, lard presses are also reduced. New cotton waste prices are announced; and the Enmolasses pumps are all quoted lower in price. A reduction is made in the No. 900 line of metal spoons and forks, also stub end turnbuckles.

The various lines of Miller padlocks are revised in price, some numbers showing a substantial decline while others are only slightly reduced. New season's quotations are now given on sap buckets, spouts and square syrup cans. These are considerably lower than last year, and jobbers are convinced that this will greatly assist this year's trade. Ingot metals are now easier, and lower prices appear on most lines on the local market.

REVISED HARDWARE TACK LIST NOW ISSUED

Montreal

The new revised hardware tack list is now issued to the trade and shows a reduction of approximately 10 per cent. on the various kinds. Revised list is published elsewhere in this issue with new discounts 65/25 per cent. off.

EASIER PRICE LEVELS ON COTTON WASTE

Montreal.

New lower prices are now announced on all grades of cotton waste, both white and colored, also on the different qualities of wool packings. The decline varies between one-half and one cent on whites, with a reduction of one cent on cream polishing. Wool packings show a more substantial price decline, ranging from two to five cents per pound. Wipers remain at former quotations. The raw cotton market in past weeks has not been displaying its former strength, and although it is now in a fairly steady position, lower waste prices were predicted in the past few weeks, owing to this easer tendency. Following are revised quotations:

	per lb.
COTTON WASTE—	
Cream polishing	0 19
WHITE—	
XXX Extra	0 16½
XX Grand	0 15½
XLCR	0 14½
X Empire	0 13
X Press	0 11½
COLORED—	
Fancy	0 13½
Lion	0 12
Popular	0 09
Keen	0 07½
WOOL PACKING—	
Arrow	0 25
Axle	0 22
Anvil	0 18
DOMINION WIPERS—	
White cotton	0 20
Colored cotton	0 14

Subject to trade discount for quantity.

NEW LOWER PRICES ON MILLER LOCKS

Montreal.

The Miller Lock Company announce a revision in their prices on padlocks, effective from January 3rd. The reduction varies to a great extent on the various lines, some showing a substantial price decline while others are only slightly reduced.

DISCOUNT CHANGED ON CORRUGATED SHEETS

Montreal.

The easier tendency displayed in the corrugated sheets, owing to the softer tone in the plain galvanized sheet market, has resulted in slightly lower quotations. The discount is revised from 7½ per cent. to 10 per cent. off list prices, the latter remaining as formerly. Little improvement is yet shown in the movement of these sheets, the season still considered ear'y for any active sales to commence. Following are unchanged list prices with revised discount.

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

Do., Table Spoons ... 5 50

$15 90 $17 70 $21 20 $28 00 $36 80

REVISED PRICE LEVELS ON ENTERPRISE PRODUCTS

Montreal

Slghtly reduced prices are given in the revision on the Enterprise line of Food choppers, lard presses, electric coffee mills, molasses pumps, etc.

REVISED DISCOUNT ON METAL CEILINGS AND WALLS

Montreal.

Metal ceilings and walls, for inside work, are slightly reduced through the change in discount from 10 per cent. to 12½ per cent. off list prices.

NO. 900 SPOONS AND FORKS NOW LOWER IN PRICE

Montreal.

A reduction has been made in the No. 900 metal spoons and forks in all sizes. Following are the new quotations:

	Gross.
No. 900 Teaspoons	2 80
Do., Dessert spoons	5 40
Do., Tble Spoons	5 50
Do., Dessert Forks	6 25
Do., Table forks	6 40

EAVESTROUGH & CONDUCTOR PIPE ARE REVISED DOWNWARD

Montreal

Revised discounts are now quoted on both eavestrough and conductor pipe, while elbows and sundries remain unchanged in price. Square bead, round and half round trough are now quoted less 70-10 per cent., a reduction of approximately 10 per cent. The same reduction is recorded on round conductor pipe, both plain and corrugated, while p'ain and corrugated square, and octagon pipe is now quoted less 70 per cent. on their higher list prices. Fol'owing are list prices and discounts.

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

Discount 70/10 per cent.

Conductor pipe, round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated.	dozen
2 inch	$ 5 25
3 inch	6 00
4 inch	10 50
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

ENGLISH GALVANIZED, WELSH CANADA PLATES AND TIN PLATE LOWER

Montreal

Reductions of varying ex'ent are recorded in the general sheet market this week. English standard galvanized sheets are reduced 50 cents on all gauges in both Queen's Head and Fleur-de-lis. Bright tin plates in full boxes are $1.00 per box lower, while the 56 sheet boxes show a decline of 50 cents a box. Terne plates will now sell for $16.50 box, former price being $17.50. Welsh Canada plates are 25 cents lower in both 52s and 60s.

Black sheets and American ga'vanized sheets remain unchanged, prices on these now considered at a very low level in comparison with replacement costs. The reductions on the other lines now recorded are said to be entirely due to local distributors, as no change in particular has developed in the English market recently. Business locally continues rather dull, although slightly improved over the quiet weeks at the close of last year. Dea'ers are still convinced that sales will gradually increase as the weeks pass, and it is hoped that a much steadier market will prevail locally than has been the case in the past twelve months. Fol'owing are revised quotations:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 60
28 gauge	6 35	7 20
26 gauge	6 05	6 85
22-24 gauge	5 90	6 60
20 gauge	5 75	6 45
18 gauge	5 75	6 35
16 gauge	5 60	6 35
14 gauge	5 45	6 35
12 gauge	5 30	6 35
10 gauge	5 20	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 75	7 25
26 gauge	7 50	7 00
24 gauge	6 90	6 60
22 gauge	6 55	6 15
18-20 gauge	5 85	6 00

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 50
20 x 28 IC, 112s	17 00
20 x 28 IX, 112s	19 00
20 x 28 IXX, 56s,	10 75
20 x 28 IXXX, 56s	11 50

TERNE PLATES

20 x 28 IC, 112s ... 16 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 76s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 00 box
12 x 24 x 60s	8 25 box

STUB END TURN BUCKLES REDUCED IN PRICE

Montreal

New lower quotations are given on the various sizes of stub end turn buckles. Following are the new prices:

STUB END TURN BUCKLES—½ in., $4.50; ⅝ in., $5.10; ¾ in., $6.20; ⅞ in., $7.20; 1 in., $9.80; 1⅛ in., $10.60; 1¼ in., $16.80; 1½ in., $25 doz.

NEW QUOTATIONS ANNOUNCED ON SAP BUCKETS

Montreal

The new seas n's prices are now announced on sap buckets, spouts and syrup cans. These are much lower than the opening quotations last year, and jobbing houses are convinced that the reduced prices will assist towards a good season in these lines. It is yet early in the season for these supplies, but buying is expected to commence in the following weeks New quotations are as follows:

SAP BUCKETS—

Straight Pattern—Per 100, No. 7, $13.80; No. 8, $15; No. 9, $16.80; No. 12, $18; No. 16, $21.60.

Galvanized straight—No. 9, $23; No. 12, $27; No. 16, $31.

Western (flaring) pattern—6 qt., $13.50; 10-qt., $18.

Frontenac—10 qt., $19.

Galvanized Western—10 qt., $27.

Spouts—Sterling, $20; Eureka, $15 per 1000.

Square one gal. syrup cans, $16.75 per hundred.

MORE ACTIVITY REPORTED IN BOILER TUBES

Montreal.

During the past week a noticeable improvement was felt in the movement of boiler tubes. This is termed as only seasonable as boilers are now undergoing repairs before the open weather of Spring. Distributors look for a continued improvement in the next few months. Quotations are remaining unchanged for the present as follows:

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	34 75
3½ inch	52 50	34 75
4 inch	65 00	44 00

QUIET BUSINESS PREVAILS IN BAR IRON AND STEEL

Montreal

Orders of the larger nature still fail to make an appearance in bar iron and steel. Fair sales are reported, but entirely of the small sorting order from outside retail dealers. Quotations on the local market are practically unchanged although one local jobber is quoting at a slight reduction. This clearly states the condition locally, price concessions being offered especially for fair-sized orders. As far as a general reduction is concerned, distributors state that there is little indication at present of this, and if same were made, it would in a'l probability be of a minor nature as present levels are thought to

be well down to bottom. Also with increased business anticipated at any time, this alone would tend to stiffen present quotations. Following are unchanged prices:

Common bar iron, 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	4 75
Band steel	2 90
Spring steel	4 50
Sleighshoe steel	2 90
Tire steel	3 10
Toe caulk steel	3 80
Harrow tooth steel, per lb.	3 05
Mining tool steel per lb.	0 22
Black Diamond tool and cast steel, per lb.	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

RANGE BOILERS REMAIN AT UNCHANGED QUOTATIONS

Montreal

Although there is an effort now being put forth locally to stabilize the range boiler market, nothing definite has yet been reached, and quotations remain unchanged. The price shading, apparently on the part of all dealers, has reached the point that little or no margin is left for distributors in many cases, and manufacturers, along with some jobbing houses, are endeavoring to reach a price satisfactory to all concerned. Whether new quotations will be the outcome cannot yet be determined, but it is thought that some decision will shortly be reached that will at least remedy the situation to an extent. Following are unchanged quotations:

RANGE BOILERS—	Standard.	Ex. Heavy
30 gallon	$ 8 75	$11 25
35 gallon	11 25	13 50
40 gallon	13 50	16 00
52 gallon	20 00	24 50
66 gallon	28 00	34 00
82 gallon	35 00	46 50
100 gallon	45 00	55 00
120 gallon	54 00	63 25

LITTLE BUSINESS REPORTED IN SCRAP METALS

Montreal

Quietness still prevails in the waste material markets, ferrous scrap being particularly dull. There are a few small deals in non-ferrous metals, but here also the business is of a spasmodic nature. Consumers are apparently not interested at all, regardless of the extreme low prices quoted by dealers in the hope of obtaining business. Dealers state that little improvement may now be expected until the earlier Spring months when the weather opens. Following are local nominal quotations:

Automobile tires		0 75
Rubber shoes		0 03
Yellow brass		0 05
Red brass		0 09
Light brass		0 03¼
Scrap zinc	0 03	0 03¼
Lead, heavy		0 04¼
Lead, tea		0 02½
Light copper		0 08
Heavy copper		0 10½
Wrought iron, R. Rd., No. 1 per gr. ton		10 50
Malleable scrap (ton)		8 00
Pipe scrap (ton)		6 50
Heavy melting steel	7 50	8 00
No. 2 busheling,		4 00
Boiler plate		8 00
No. 1 machinery cast		21 50

SUBSTANTIAL REDUCTION ON UNIVERSAL CHOPPERS

Montreal

A reduction of substantial proportions is recorded on "Universal" food choppers. The new prices are approximately 40 per cent lower than formerly, and the various sizes will now sell as follows:

FOOD CHOPPERS—No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90 each.

INGOT METALS SHOW EASIER TENDENCY

Montreal

Metal markets have all shown an easier tone during the week, both in London and New York, and naturally the volume of business has suffered accordingly. The decline is rather disappointing as it was thought the lowest point had already been reached.

TIN.—This metal has now declined £10 per ton from the high mark reached last month, and this should be considered as a fair re-action. Prices however may go somewhat lower before any recovery is seen. Local quotations are somewhat easier at 37 cents.

COPPER.—The American market holds fairly well but London is weak and unsettled with Standard reaching the lowest point since the early days of the war. Until the European situation is more settled there cannot be much recovery. Electro is still quoted at 17¾ cents, casting at 17½ cents.

LEAD.—Southern lead markets are practically unchanged, although the tone is no firmer. London is, however, decidedly easier and has shown a considerable decline since last week. The market there has been considered too high and the decline is not surprising. Quotation is unchanged at 7 cents.

SPELTER.—This metal is disappointing as prices are easier both in London and East St. Louis. Local price, 7½ cents.

ANTIMONY.—There is no change in price locally, but higher prices are asked for import, and production is being curtailed in China. Stocks are still quite high, however, in the U.S.A. Chinese is quoted at 6¾ cts., high-grade English at 7¾ cts.

ALUMINUM.—Quotations locally in aluminum are unchanged with the tone of the market showing little change in the past week. This metal has been very dull now for some time. Quotation, 26 cents.

Toronto Markets

TORONTO, January 19.—Reductions in prices continue to be the feature of current hardware market reports. The list of revisions, however, is not so numerous as during the past two weeks. Following the recent downward change in corrugated sheets, eavestrough and conductor pipe quotations, manufacturers of galvanized products now announce easier price levels on metal ceilings and walls for inside work. The new hardware tack list, referred to in last week's issue of Hardware and Metal, is now available. A revision is also made in the tack discounts, the average reduction being approximately 10 per cent. Lower quotations are also noted on the Universal line of food choppers, while certain makes of shears have been reduced around 15 per cent.

An easier tendency has developed in primary crude oil centres, and domestic prices on gasoline and other oil products are remaining unchanged, as yet. There is a steady undertone in copper and brass goods. Dealers report a little more inquiry in scrap materials, but the general situation is still dull. A reaction is noted in the demand for some ingot metals, but prices, with the exception of tin, remain steady. The sheet markets continue quiet but firm, while improved Spring buying in bars and similar steel goods is looked for.

EASIER PRICE LEVELS NOTED ON SHEARS

Toronto.

Reductions are also announced this week in the quotations on the Wiss line of shears. The extent of the decline is approximately 15 per cent. A similar change has also been made on the Heinish make of these products.

PRICE DECLINE APPEARS ON METAL CEILINGS

Toronto

Following the reductions noted last week on conductor pipe, eavestrough, and corrugated sheets, manufacturers of gavanized products have announced a similar recession in quotations on metal ceilings and walls for inside work. The discount is revised from 10 per cent., to 12½ per cent. off list prices.

STEADY TONE REPORTED IN SHEET MARKETS

Toronto.

Current quotations on the sheet markets are generally being maintained at previous levels, with business of a moderate nature. The primary steel centres report a firm undertone, with orders now accumulating and production being a little more active. Demand during the Spring months is expected to revive slowly but surely, and any marked in-

crease in the volume of steel business generally is expected to be sufficient not only to steady the market, but to strengthen it. Sheets have been in better demand by automobile and metal furniture manufacturers in preparation for renewed activity in these industries.

BLUE ANNEALED—

10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65

BLACK—

18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 60	7 10
22 gauge	7 25	6 75
18 and 20 gauge	7 10	6 60
Premier and Apollo.		
10¾ oz.	6 25	7 00
U. S. 28 base	5 85	6 60
U. S. 26	5 55	6 30
22 and 24	5 40	6 15
18 and 20	5 25	6 00
16	5 10	5 85
12 and 14	4 95	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 shets	9 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

EASIER TENDENCY NOTED IN PRIMARY OIL CENTRES

Toronto

The crude oil markets have softened again, this being attributed to the falling off in demand. It is claimed in some quarters that primary crude oil prices are out of proportion with the prevailing market for petroleum products, this factor being likely to lead the way towards easier price levels The export demand is described as dull.

Current requirements for gasoline are seasonably moderate for this time of the year, and the domestic demand for coal oil is about normal. Requirements of gas and fuel oils are now of a light nature, with lubricants not being absorbed at the same rate as previous years, owing to decrease in industrial inactivity. Local quotations on all refined oil products are being maintained at the levels quoted on the current market price pages.

IMPROVED SPRING BUYING IN BARS LOOKED FOR

Toronto.

Recent reports from the primary steel centres indicate that car builders are requiring more bars and shapes, as well as plates, but while a hopeful attitude is generally maintaned, and the prevailing tone is of a steady nature, the trade in general does not anticipate any marked activity in buying until March or April. Current orders for rails and tin plates, however, attract attention, and reflect a more optimistic note in bar iron, hoops, bands and strip circles. Conditions on the domestic are quiet, but described as in fairly good shape, both stocks and prices being low. Prices are generally fairly steady, at the following levels.

IRON AND STEEL—

Mild Steel bars, base	3 00	3 25
Mild steel bands, 3-16 in. base	3 50	3 75
Bar iron, base	3 00	3 25
Angle iron, base	3 10	3 35
Horseshoe iron	3 75	4 10
Tire steel	3 50	3 75
Spring steel	5 50	6 00
Sleigh shoe steel	3 00	3 25
Hoop steel	3 75	4 25
Norway iron	12 50	15 00
Toe caulk iron	4 00	4 50
Crucible cast sheet steel	30 00	.35 00
Mining drill steel	.. ..	18 50
Cast tool steel, high grade	20 00	23 00
Cast tool steel, medium	30 00	36 00

SUBSTANTIAL REDUCTION ON UNIVERSAL FOOD CHOPPERS

Toronto.

Substantial declines from the previous price levels have been announced by the manufacturers on the Universal line of food choppers. The following are new quotations:

FOOD CHOPPERS—No. 0, $15.50 per doz.; No. 1, $20.40; No. 2, $24.80; No. 3, $43.

LITTLE MORE INQUIRY IN SCRAP MATERIALS

Toronto

While there have recently developed a few more inquiries in the scrap material markets, on the whole the situation shows little variation. Dealers state that current prices are as low as freight rates and cost of handling will permit, and generally look for a revival of interest in the near future. Meanwhile, non-ferrous scrap is moving fairly steadily, but the higher range of prices are not so frequently in evidence. The following are the average of dealers' local buying prices for fairly large quantities.

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	12 50	13 50
Grate bars	11 50	12 50
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 50
Heavy lead	4 50	4 75
Tea lead	2 00	2 50
Scrap zinc	4 00	4 50
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

LITTLE VARIATION NOTED IN PIPE FITTINGS

Toronto

Quotations on pipe fittings are generally being maintained at the revised levels recently effective, with little variation having been recorded in the market for these products. While some slightly easier levels were looked for in some quarters on wrought nipples and couplings owing to the reduction which occurred in wrought piping, such a change has not yet materialized. Similar downward revisions have been announceed concurrently on previous occasions, but it is stated that present discounts remain unchanged, as follows:

PIPE FITTINGS—

	Per cent.
Cast iron fittings	25%
Plugs, cast iron	28%
Do., solid	28%
Do., cortntersunk	28%
Bushings, mall	28%
Bushings cast	28%
Unions ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged Unions	25%
Dart Unions, blk., ⅛ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	50%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	60%
Do, 4½ inch and larger	50%
Do., running thread	30%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

	Black	Galvanized
Class A	0 54	0 67
Class B	0 22	0 32
Class C	0 14	0 22

REVISED HARDWARE TACK LIST NOW AVAILABLE

Toronto.

As pointed out in last week's issue of Hardware and Metal, a new revised tack list is now effective. The complete new list is shown elsewhere in this issue. The discounts are also revised to 65 and 25 per cent., compared with the previous quotation of 70 and 15 per cent.

REACTION NOTED IN INGOT DEMAND: PRICES STEADY

Toronto.

Developments in the ingot markets have been of a moderate nature. Copper has remained fairly steady in spite of a falling off in demand. Both tin and spelter record a reaction, but the undertone is described as fairly firm. Some recovery in aluminum is looked for in the near future, the automobile industry having registered increased interest in this poduct.

COPPER.—Conditions are quieter in the primary copper markets, but prices have remained fairly steady. The industry is still feeling the affects of the holiday period, and trading is of a moderate nature. The domestic markets remain unchanged, with prices hovering between 17½ and 18 cents. One distributor stated that had the firmer tendency continued it's strength on the primary ingot markets, this quotation would have generally evened up to 18 cents.

TIN.—This market has slightly reacted from the higher levels reached during the past few weeks, but the hopeful outlook for improvement still remains. Domestic quotations are generally unchanged at the 39 cent level.

LEAD.—While there has been no changes in price, a decidedly firmer feeling is reported from primary ingot

circles. The local situation finds the prices unchanged, and the demand low. The undertone to this market however, is good. The quotation of $6.75 remains in evidence locally.

SPELTER.—The situation in spelter shows little variation. Buying continues light, which is stated as reflecting the lack of activity in consumers own individual lines of trade at this season of the year. Quotations, however, are being maintained at recently improved levels. The local price is $7.25.

ANTIMONY.—This market is dull and slightly lower. General developments however, point towards little variation in prices. The local range remains between 8 and 10 cents.

ALUMINUM.—The aluminum market is displaying a firmer tone, and the viewpoint has been expressed that a recovery may develop in the near future. A better demand for this product from the automobile industry has tended to strengthen the current situation. Local prices remain at 27 cents.

London Markets

LONDON, January 19.—Price recessions continue to feature the current hardware market reports, although the list of developments is not so numerous this week. Changes noted include easier prices on fence wires, a reduction in glaziers' points, while the new tack list is now effective with revised discounts. Some scrap and strap hinges are lower, and a reduction is noted in the add for tinning iron, rivets and burrs. Prices have also declined on one line of apple parers, and easier quotations have been announced on tinned spoons and forks.

Higher prices are effective on some grades of rope, while the strong undercurrent in turpentine has resulted in a further increase. Business is described as seasonably fair, with buying generally of a light nature.

ANOTHER PRICE REVISION ON YALE PRODUCTS

London, Ont.

The quotations given on the Yale line of padlocks and night latches, which appeared in the January 7 issue of Hardware and Metal, have since been changed, and the previous levels again prevail on the London markets. These lower prices, however, were in effect at the time this report was forwarded, having been announced by a wholesale house in this city.

This wholesaler now advises, however, that an error was made by them in figuring their costs, a price sheet having been used which was primarily intended for United States trade only. The new lower scale has therefore been withdrawn.

ANOTHER PRICE INCREASE IN TURPENTINE MARKETS

London, Ont.

Another advance has been recorded in turpentine quotations, thus bringing the prevailing level to $1.30 per Imperial gallon in one barrel lots. This upward tendency is chiefly accounted for by the strong trend in southern primary sources, the current demand having drawn upon present holdings, while the absence of new receipts at this season of the year, create a strong speculation. Following are the new quotations:

TURPENTINE—	Imp. Gal.
1 bbl. lots	$ 1 30
2 to 4 barrel lots	1 29
5 gallon lots	1 45

HIGHER QUOTATIONS NOTED ON ROPE AND CORDAGE

London, Ont.

An advance of one cent per lb. has been announced by rope manufacturers and distributors in the base prices on beaver manila, New Zealand hemp, sisal and lathyarn. This change is attributed to the improvement in basic conditions at the primary markets. Following are the revised prices:

ROPE—	
Pure manila basis	0 23
Beaver manila basis	0 20
New Zealand hemp basis	0 20
Sisal basis	0 18
Single lath yarn basis	0 18
Double lath yarn	0 18½

IMPROVED DEMAND FOR SKATES & HOCKEY STICKS

London, Ont.

The past week witnessed good sales for the ice skates, hockey sticks and straps. These products are now enjoying a seasonable demand, with ideal weather conditions for the winter pastimes of hockey and skating.

Quotations are unchanged from previous levels.

PRICE DECLINE RECORDED ON GLAZIERS' POINTS

London, Ont.

A downward revision in glaziers' points has been announced, the decline amounting to one cent, thus bringing the price to 14 cents per 1-lb. package. This revised quotation is f.o.b. Montreal, Hamilton and Toronto.

REVISED DISCOUNTS GIVEN ON NEW TACK LIST

London, Ont.

As referred to in market reports contained in last week's issue of Hardware and Metal, the new tack list is now available. This is reproduced on another page in this section. The discounts are also revised being 65 and 25 per cent. as compared with the previous quotation of 70 and 15 per cent.

FENCE WIRE QUOTATIONS ARE ALSO REVISED

London, Ont.

New prices on fence wire are now effective in this district. The revisions are as follows:

BARB WIRE—	
2 point x 5, in 80 rod spools, each	3 65
4 point x 6, in 80 rod spools, each	3 90
4 point x 4, in 80 rod spools, each	4 25
Catch weights, per 100 lbs.	4 00
Galvanized wire No. 9, per 100 lbs.	4 10
Do., No. 12, per 100 lbs.	4 25
Coiled spring wire, No. 9, per 100 lbs.	4 15

SOME LOWER QUOTATIONS ON STRAP HINGES

London, Ont.

A lower range of quotation is now effective locally on screw and strap hinges. The difference is approximately 6½ per cent. The list prices remain unchanged, as follows:

SCREW AND STRAP HINGES—6 in., list, dozen pairs $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16. Less 30 per cent.

PRICE REDUCTION ON HUDSON APPLE PARERS

London, Ont.

A reduction of approximately 15 per cent. has been announced in price on the Hudson line of apple parers. The revised quotation on these products is now $15.50 per dozen.

EASIER PRICE LEVELS ON SOME TABLEWARES

London, Ont.

Included among the recessions announced this week are quotations on tinned spoons and forks. These products are now priced as follows:

TINNED TABLEWARE—	
No. 900 teaspoons, gross	2 85
No. 900, dessert spoons, gross	5 60
No. 900, table spoons, gross	5 80
No. 900, dessert forks, gross	6 25
No. 900, table forks, gross	6 50

LIGHT MOVEMENT IN WHITE LEAD IN OIL

London, Ont.

Quotations on white lead in oil at present remain unchanged, with only a light movement being recorded in this product. Following are the current levels.

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, per 100 lbs.	13 30	13 65
Elephant	13 80	14 15

SEASONAL SALE FOR CUT AND WIRE NAILS

London, Ont.

The current demand for nails is described as fair for the present season of the year. Prices on these commodities are remaining at the recently revised levels, which are as follows:

Wire nails, ... $3.90 base.
Cut nails, ... $4.35 base.

IMPROVED SALE FOR WASHING MACHINES

London, Ont.

Some improvement has been recorded recently in the volume of sales for washing machines and wringers. There has been no change in price on these products, the quotation remaining at list less 30 per cent.

Winnipeg Markets

WINNIPEG, January 19.—Several important price changes are recorded this week, and for the most part are substantial reductions. Among the declining price items are wire nails, barbed wire, coiled spring wire, alarm clocks, and linseed oil. Besides these developments, advanced prices are reported on turpentine, and sisal and British manila rope.

ANOTHER REDUCTION IN BARBED WIRE QUOTATION

Winnipeg

The prices of barbed wire are reduced again this week. Following are the new prices:

BARBED WIRE—

Lyman—Winnipeg, $4.20 per spool; Fort William, $3.75 per spool.

Glidden—Winnipeg, $4. per spool; Fort William, $3.55 per spool.

Baker—Winnipeg, $3.90 per spool; Fort William, $3.45 per spool.

EASIER PRICE LEVELS ON LINSEED OIL

Winnipeg

A reduction in the price of linseed oil is recorded, and is now quoted at 92 cents per gallon for raw and 95 cents for boiled. This is a reduction of 3 cents per gallon.

PRICE RECESSION ON WIRE AND CUT NAILS

Winnipeg

Although wire nails were recently reduced, another downward change is recorded this week. The revised prices are $4.20 base at Fort William and $4.80 at Winnipeg. Extra for coating and blueing nails are reinstated back to 50 cents per keg. Extra for coated box, 50 cents.

Cut nail price is reduced to $6.50 base, per keg, F.O.B. Winnipeg.

COILED SPRING WIRE ON EASIER PRICE LEVEL

Winnipeg

A further reduction has been announced in the quotations on coiled spring wire both plain and galvanized. The revised price leve.s follow:

COILED SPRING WIRE—	Galv.	Plain.
No. 9, per 100 lbs.	4 75	4 70
No. 12, per 100 lbs.	4 95	4 90

REVISED DISCOUNTS NOTED ON AMMUNITION LISTS

Winnipeg.

Revised discounts on both American and Dominion ammunition are daily anticipated. It is stated that these revisions have been under discussion for some time, but uniformity as regards the new levels is not evident. It is understood however, that the reduction is approximately 20 per cent.

RAPID ADVANCE IN TURPENTINE QUOTATIONS

Winnipeg

The price on turpentine has been advanced this week 10 cents per gallon. The price now quoted is $1.45 per gallon in barrel lots.

LOWER QUOTATIONS APPEAR ON ALARM CLOCKS

Winnipeg

New lower prices are now evident on alarm c.ocks. Following are the revised quotations:

ALARM CLOCKS—	
Big Ben, each	3 43
Baby Ben, each	3 43
Sleepmeter, each	2 06
America, each	1 37

HIGHER PRICES ON MANILA SISAL AND LATHYARN

Winnipeg.

The continued firm tone in raw materials it now reflected on the local rope markets, and Beaver and New Zealand Manila, sisal rope and lathyarn are each quoted one cent per pound higher.

Following are the new prices:

ROPE—

Sisal—¼ and 5-16, per lb., 21½c; ⅜, 21c; 7-16, ½ and 9-16, 20½c; ⅝, 20c; ¾ and larger, 19½c.

British Manila or African Hemp—¼ and 5-16, 23½c; ⅜, 23c; 7-16, ½ and 9-16, 22½c; ⅝, 22c; ¾ and larger, 21½c.

Pure Manila—¼ and 5-16, 26½c; ⅜, 26c; 7-16, ½ and 9-16, 25½c; ⅝, 25c; ¾ and larger, 24½c.

Sisal Lariat—3 x 7-16, 24½c; 4 x 7-16, 25½c.

Manila Lariat—3 x 7-16, 29½c; 4 x 7-16, 30½c.

Lath Yarn—19½c.

Pittsburg Markets

PITTSBURGH, January 19th.—The point as to how much slowing down there was in steel demand and production towards the close of the old year is now settled by the appearance of the monthly report of the American Iron and Steel Institute for December. While the report gives the production only of 30 steel companies, there is information whereby the report can be interpreted, and an estimate made for the industry as a whole. The rate of steel ingot production in October was 23,000,000 gross tons a year, against scarcely over 10,000,000 tons at the middle of July, the low point, and a rate of 42,000,000 tons in the first nine months of 1920, when there was heavy pressure for deliveries, but when output was at only 80 per cent. of capacity because there were physical restrictions, particularly an insufficiency of train transportation accommodations.

In November the rate was about the same, a trifle over 23,000,000 tons. Now it turns out that the average rate in December was about 20,000,000 tons. Probably the rate was about 22,000,000 tons December 1st, tapering off sharply in the last week or two to about 19,000,000 tons, possibly a trifle less.

Average for Industry

An interesting point in connection with mill operations in December is that the Steel Corporation operated to much better advantage than the independents, doing about 48 per cent. of capacity, while the independents did about 30 per cent. This made an average for the whole industry of between 37 and 38 per cent. Frequently, and particularly in 1921, the corporation has had this advantage, not because it undersells the independents, since usually it is the other way, but because they get the preference from many buyers on account of the steadiness of its prices and the regularity of its deliveries. In the high pressure period of 1920, when independents were securing much higher prices than the corporation, the percentage rates of operation were practically even.

The slowing down in production towards January 1st does not indicate any change in fundamental conditions of trade affecting the demand for steel, being simply a reflection of the time of year. Frequently the mills are sold up so well ahead that the natural decrease in demand in the winter, and the withholding of orders just prior to the inventory period, does not materially affect the production, but this time there was a condition of buyers having been ordering from hand to mouth, makir a sensitive condition whereby the rate of production reflected the time of year.

Steel Prices Steady

The steadiness in steel prices noted recently becomes more impressive as time passes. Since the reduction of the American Steel & Wire Company on December 21st, caused by independents having shaded the prices previously held by the leading interest there has been no appreciable change in the general market price of any important steel commodity. Thus, there is steadiness in point of time, and there is also steadiness in point of tonnage, for nowadays large and small orders go at almost the same prices. Last August there was a big difference in some commodities between carloads of 2,500 or 10,000 tons.

Channel of Demand

There is such a widespread popular misapprehension about the quantity of steel used by the automobile trade that it may be well to set down some facts. Leonard P. Ayres, who is an authority on this subject, forecasts the 1922 production of passenger vehicles at 1,100,000 Ford, and 700,000 all other types, representing a considerable increase over 1921 production. The production of trucks in 1921 is stated by another authority to have been 145,000. A fair estimate is that in such production about 700,000 gross tons of steel is involved. Those who think of the automobile industry using large quantities of steel probably overlook the oil industry, which has been using about 1,000,000 gross tons a year of steel tubular goods alone, besides steel of other descriptions, as in tanks.

Selling "Surface Protection" in 1922

Basis Of Greater Paint And Varnish Sales This Year Will Be Co-operative Effort With Educational Work Showing Economic Necessity of Protecting Surfaces as Outlined in "Save The Surface" Campaign

IT IS fundamental to a truly great increase in the sale of paint and varnish products that the surface protection idea be emphasized in selling these lines. The adoption of this plan has taken paint and varnish out of the luxury class and is making them regarded as prime economic necessities. Salesmanship that overlooks surface protection as a prime reason for the existence of the paint and varnish industry is short-sighted indeed. Pretty colors, sanitation, owner's pride, have always sold paint and varnish and always will. Important as their appeals are, surface protection, because it is an economic necessity is far more effective. The selling done by the retailer, who does not use surface protection as the chief weapon of attack is not deriving the benefit which is to be had from the influence being exerted by the "Save the Surface" idea.

The new year is now under way and the detail work in the paint department which must be done each year at this time has now been cleared up. There is no better time therefore than now for the merchant to size up the situation with a view to making plans which will bring the maximum volume of paint and varnish trade from his community and so help to make 1922 the greatest paint and varnish year. Every constructive argument that can be thought of should be summarized under the headings of industrial finishes, shelf goods lines, specialties and bulk goods. A conference with the salesmen of the paint department might well be held at this time to discuss such sales arguments and see that every man is provided with plenty of sales ammunition for this year, not overlooking the emphasis which should be placed upon arguments bearing out the surface protecting value of paint and varnish.

Exposing Neglected Surfaces

This is the time of year when surfaces which have not been adequately protected are showing the effects of neglect. Verandah floors, house floors, other exterior and interior woodwork in homes and industrial plants, automobile bodies, implements, vehicles of other kinds, etc., will now be showing plainly the signs of neglect if they were not adequately painted before the destructive elements of fall and winter commenced their work. Within another few weeks the Spring thaws will be here and then the work of destruction goes on apace. Not only does this affect exteriors, but the tracking into the home of water and slush will soon ruin floors that are not protected. This situation might be anticipated and effective window displays arranged by the merchant showing the protection which a coat of varnish will give to interior woodwork, what a coat of enamel will do to the automobile body or other vehicle, what paint will do to the exposed surfaces of the house, barn or implement, etc. Now is the time for property owners to give thought to such protective measures in view of the approach of spring and effective displays should arouse a good deal of attention.

Impressing on housewives the necessity of protecting woodwork against elements of approaching Spring.

Adequate Stocks

Then in order to be in position to take advantages of such business as is created by these plans, the merchant should give attention to having adequate stocks of paint on the shelves. Adequate stocks are an important part of the trade for several reasons. There is a psychological effect on customers from seeing a well kept, complete range of colors and quantities. Full, clean, well arranged shelves, properly laid out impress the customer with the fact that he is dealing with a real merchant who himself believes in his goods to the extent of a genuine investment in them. The customer will then be more likely

(Continued on Page 48.)

Royal Cluxton.

What the "Save the Surface" Campaign will do for the Retail Hardware Merchant

Written for Hardware and Metal by Royal Cluxton, Manager Canada Paint Company and a member of the Executive of the Save the Surface campaign committee.

FOR THREE years you have been a partner in a big enterprise that you are not yet fully conscious of. You have been picking up a few apples that dropped over your back fence without realizing that you have a flourishing orchard in your own back yard which only needs a little cultivating to make it a big producer. You have been raking in a few profits here and there from a nation-wide campaign without realizing that if you put your heart and soul into the enterprise your profits would increase three-fold.

Not long ago in talking to an up-to-date hardware merchant, the talk drifted to the "Save the Surface" Campaign. By the way, this man considers his paint and varnish business as one of the big profitable departments of his store, not as a side line. "Are you tying up with the "Save the Surface Campaign?" I asked, "Why,—just what do you mean?" he stammered. "Somebody sent me a big colored poster not long ago and I hung it up in the store. I've seen the big ads. the paint and varnish manufacturers are running in the papers showing a paint brush painting a broad streak across house, silos, and bridges. It's good stuff and it has helped me to bring in a few big paint accounts. If that's what you mean I guess I've tied up with it alright."

That answer nearly knocked me cold. Here was an up-to-date hardware man who had been presented with stock in a nation-wide institution, picking up a few profit crumbs from the efforts of others but not realizing that he was an honest-to-goodness partner in the firm. The "Save the Surface" Committee began to realize that this man was only one of hundreds of hardware dealers all over the country who were silent partners in this great movement and not cooperating as they should. After giving this man an explanation of the whole campaign he became an enthusiastic "Save the Surface" booster. Doubtless there are hundreds of dealers all over Canada who have the same hazy idea of the campaign as this man.

The "Save the Surface" Campaign represents a great industry on the move. It is a national effort to increase the use, and consequently the sale of paint and varnish in this country; not some particular manufacturer's brand but any and all brands. It is not a one man or one group idea, but represents a great big partnership which takes in the manufacturer, the merchant, the painter and the public with clean cut dividends for each. The finances of this big movement are provided by voluntary subscriptions by paint, varnsh, linseed oil, tin can, and brush manufacturers, etc., to educate the public mind to the great value of paint and varnish products as a profitable investment and insurance aganst loss of property, by rust, decay and wear.

There is an active working headquarters in Montreal putting across this million-dollar idea, working out new methods of publicity and real tangible means for the dealer in cashing in on the results of this big campaign.

Has it been a success? Decidedly so! A few years ago the paint and varnish manufacturers got together and decided that if we all boosted the same idea it would have more effect than each man boosting his own particular brand. We decided to address our message to the general public, for if the public were educated to use more paint and varnish you dealers would gladly form the connecting link between the manufacturer and the consumer.

Up to this time the public had been thinking of paint and varnish in terms of decoration only. The decorative feature is important but is certainly secondary to protecting, preserving and prolonging the life of the property. When these facts are carefully considered it is hard to think of a more appropriate slogan which could have been adopted than the well-known "Save the Surface and you Save All." A purely selfish idea, you will say. Yes, undoubtedly selfish but a type of selfishness which is generous in the extreme, for no matter how much money is made in the sale of paint and varnish the buyer and user profits much more through its purchase than does the seller, in the fact that it also enhances the value of his property many times the paint and varnish investment.

The Appeal to the Public's Pocket

But it is a long reach from the manufacturer to the public, and a more personal touch must be applied to the campaign if its full potentialities are to be realized, and the only man who can add this personal touch is yourself, you know the condition of their property, bridges, buildings, fences and floors which could be rendered more valuable by the application of paint and varnish. You are the man on the firing line. Your campaign is mapped out for you, your share of the profits is limited only by the effort and interest you put into the work.

The "Save the Surface" Campaign means a great deal to you, as every purchase as a result of this educational campaign is first made from your store or your competitor's. Therefore, you realize how necessary it is for you to utilize the slogan as a part of all your newspaper advertisements and keep the "Save the Surface" poster in a prominent place in your window, also the transparency slogan on the glass of your entrance door, and in other ways keep your store tied up to the big Campaign throughout the year.

A great big Campaign is planned for this Spring and Summer; get your clerks together and appoint a "Save the Surface" committee with yourself as chairman and identify your store as one of the big headquarters for "Save the Surface" products. Make the year 1922 the greatest paint and varnish year in your history.

This is the objective of the Manufacturers. Make it yours—Plan now.

"Save the surface and you save all" Paint & Varnish

As an outcome of reductions of wages and railway rates, the Cleveland iron masters are enabled to reduce the price of pig iron 10 shillings a ton.

It is now anticipated that the importation of foreign iron will largely, if not entirely cease, as, under the new quotations the home-produced iron is the cheaper.

There is therefore a hope that the idle blast furnaces will be restarted at once.

To Stimulate Paint Trade in the West

New Organization Takes Place of Winnipeg Paint Club—Planning Propaganda To Help Toward Increased Use of Paint And Varnish—Affiliation of All Western Canada Paint Clubs is Planned

WINNIPEG.—At a general meeting held at the St. Charles Hotel, here, the annual reports of the president and secretary treasurer of the Winnipeg Paint Club were read and approved. At the same time the name of the organization automatically ceased and was replaced by that of the Paint, Oil and Varnish Club of Winnipeg. New by-laws have been evolved which will govern the newly formed club faithfully and to the fullest interest of the Paint, Oil and Varnish industry in general and to the dealer in particular.

The late President, A. J. Webb, in commenting on the past year's activities of the club referred to the excellent work that had been accomplished since its inception in the year 1912 and right up to the present time. During the intervening nine years the Winnipeg Paint Club devoted its time and attention exclusively to furthering the use of paint, varnishes, and allied products to the conserving of properties and in short to the general and increasing developing of sales for the dealer. Many thousands of dollars subscribed by members of this club have been expended cheerfully and willingly to further the objects of this club, while the members themselves have devoted a considerable portion of their time to the work necessary in these undertakings.

The present standing of the Paint, Oil and Varnish Club consists of twenty-seven firms, all interested in paint and varnish industry, and which meet at least monthly during the year to discuss the problems that arise from time to time and to co-operate in full with the developing of the sales of paint and varnish, and to educate the public of Canada to the unquestionable benefits derived from the proper use of paint and varnish as a conserver of property.

A. J. WEBB

Late president of the Winnipeg Paint Club, now known as the Paint, Oil and Varnish Club of Winnipeg, who is now in charge of the Publicity Department of the club's activities.

During its activities the club has interested itself in many Paint-Up campaigns and other propaganda, all tending towards the increased use of paint, varnish, etc., and to improve and beautify our cities, towns and all other property in the Dominion. The dealer has, in many cases reaped the benefit of the meritorious work which has been accomplished and which is being accomplished in co-operation with this club, but, while much progress has been made, there is a large field for the future endeavors of the organization.

The Executive elected at the meeting of January 12 and who are to guide the destinies of the club during the forthcoming year of 1922, are as follows: J. L. Paul, President; I. T. Peacock, Vice-President; N. E. Horton, Secretary Treasurer; W. Pottruff, S. Littlewood, C. V. Saunders, Executive.

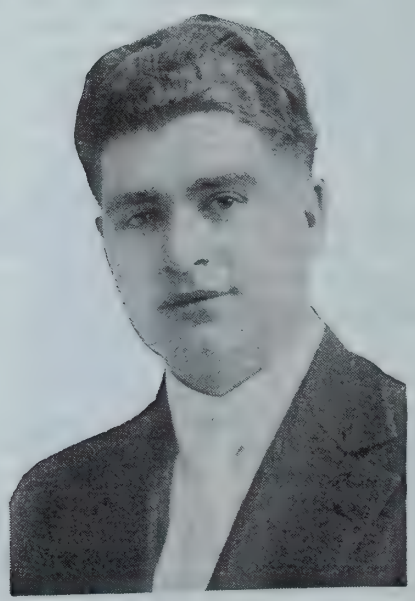
A very ambitious program of collective effort and co-operative work has been laid out by the incoming President, J. Leonard Paul, among which may be mentioned, the spreading of the "Save the Surface" propaganda to the full.

The Paint, Oil and Varnish Club of Winnipeg wish to drive home to the dealer and to the consumer, the excellent economy underlying this slogan of "Save the Surface and you Save All." More and more are the people of Canada coming to realize the truth of this phrase, and it is evident that if the public of this Dominion can be made to realize to the full that it is but "horse"

(Continued on page 52)

J. LEONARD PAUL

Brandram-Henderson Co., Winnipeg, elected president of the Paint, Oil and Varnish Club of Winnipeg.



I. T. PEACOCK

Elected vice-president of the Paint, Oil and Varnish Club of Winnipeg.

N. E. HORTON

The Glidden Co., Winnipeg, elected secretary-treasurer of the Paint, Oil and Varnish Club of Winnipeg.

SERVICE

CONFIDENCE

FAIR DEALING

The Science of Business.

"Business is principally a matter of principles."

ELBERT HUBBARD — Business Genius — Author of "Carrying the Message to Garcia," and Constructive Thinker—writes:—

"Business claims the best that is in us. Business is the reflex of ourselves. The limitation of a man's business depends on his own capacity. Character is the father of reputation. The reputation of a man's business depends on the quality of his goods. *The quality of the goods depends on the man's character.*

"To realize that he is in business for the public good is to make good. His goods become part of himself. They are himself—they have personality. Lowe Brothers' "High Standard" paint is an example of what I mean. Apart from the appropriate name—which in itself is a true index to its quality—*it has behind it, in it and on it,* the stamp of integrity, intelligent research and fair dealing."

Elbert Hubbard was not a Hardware Merchant, but he did have, perhaps, as broad an acquaintance in the field of industry and as great a knowledge of business principles as any other man. That he should use our organization as his example of an ideal business establishment is a great tribute to the late Mr. Houston Lowe, its founder, and those who are left behind to uphold its character.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

The Brush Department

Studying Tendencies of Brush Buyers

The Housewife Differs From the Male Buyer in Tendencies Displayed When Buying Brushes—Showing The Wide Range of Brushes Under Various Headings

IN a great many cases sales of brushes are made direct to the housewife, and therefore some study of her likes and dislikes should be made by salesmen in this department. It is one of the rules of salesmanship to find out what motive actuates the purchaser so that steps can be taken to arouse a similar motive in others. It will be found in dealing with women that it is frequently not the article itself that makes the sale, but the exposition of the reasons for its use and how it might be used to advantage in the home. A man will be interested in the strength of the article, the material it is composed of and its finish, but the housewife will be more interested in sizing up the article from the standpoint of its usefulness for the particular job it is intended for.

There are a very large variety of brushes available to-day for the housewife, for the mechanic and for the handy-man. A long list of important uses could be compiled covering each one of these. These uses should be made readily apparent to prospects by the salesman. For instance under the heading of "scrubbing" brushes might come anyone of the following; bath tub brush, the one with a raised handle for various household uses, the laundry brush, the "deck" scrub brush, the brush for cleaning animals, etc. Few housewives will appreciate that such a range of brushes are provided under the one heading, and a little salesmanship will result in greatly increasing sales when introducing these lines.

CARPENTER-MORTON CO. OFFICIAL STAFF

At the annual meeting of stockholders of the Carpenter-Morton Co., Boston, the following officers were elected: George C. Morton, president; M. E. Vose vice-president; W. E. Gilmore, treasurer. Directors include the officers and A. I. McLaughlin, J. B. Lord, J. W. Campbell and Eugene E. Morton.

RETAILERS DISCUSS IMPORTANT TOPICS

(Continued from Page 30)

Against Guessing Contests

Endorsing action against guessing and lottery contests.

Relating to mail order business and rates.

Expressing opposition to any increase in telephone rates.

That manufacturers mark their goods firsts and seconds so that the public may discern the difference.

That all rulings made by the governments should conform to the act to which they apply.

That the excise tax on the sale of alcohol to druggists be reduced so as to enable them to manufacture and sell preparations at prices in keeping with the proprietary medicine houses.

That when the government takes samples of goods the owner be remunerated to the value of the said goods.

Regarding the extension of time for the marking of foodstuffs.

That it is in the interest of the public that every licensed fire insurance company shall be eligible for membership in the Canadian Fire Underwriters Association, and that every licensed agent have free access to the records and information from the Fire Underwriters Association provided be is duly authorized by a property holder.

ODD DAMAGE ACTION AGAINST HARDWARE FIRM

Ottawa. —The inspection of a razor in a local hardware store the day before Christmas has led to a five hundred dollar action for personal damages being entered by a party who sues W. G. Edge, Limited, and two of the store clerks for five hundred dollars. The writ mentions that damages are asked for because of false accusations, false impressions, and unlawful detention.

The circumstances leading up to the issuance of the writ as alleged by lawyer for appellant are that his client went into the Edge store on December 24th, to look at a razor. One of the clerks showed him one, and shortly after it was missed, and, it is claimed, intimations were made that Mr. Rainey had the razor. The defence of the action is that Rainey became indignant on being asked by the clerk where the razor had gone to, and refused to leave the store until he had been searched. It was at the customer's request the defence says, that the searching took place.

THE BOECKH CO. LTD., APPOINT QUEBEC REPRESENTATIVE

Montreal.—H. E. Smith Sales Co., 130 Craig Street, West, were appointed distributors of Boeckh's Brushes for the Province of Quebec in order to facilitate service to Quebec customers.

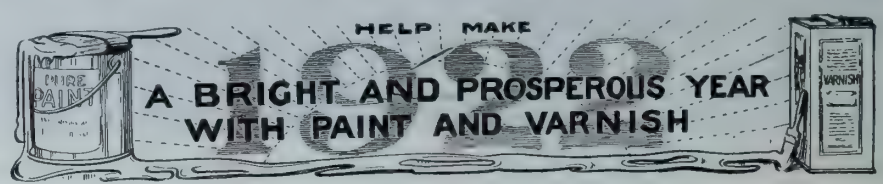
ONTARIO COMPANIES AMENDMENT ACT

All incorporated companies, whether Federal or Provincial, are notified that at the last session of the Legislature, the Ontario Companies Act was amended as follows: "On or before the first day of February, in each and every year, every corporation, whether incorporated under the laws of Ontario or otherwise, which has its head or other office, or is doing business, or any part thereof, in the Province of Ontario, and not being a corporation liable to payment of taxes under The Corporations' Tax Act, shall, without notice or demand to that effect make out, verify and deliver to the Provincial Secretary on or before the 8th day of February each year, a detailed statement or return containing certain information as of the 31st day of December, next preceding."

SELLING SURFACE PROTECTION IN 1922

(Continued from page 44)

to place faith in the merchant's recommendations. If the merchant has a fair investment in his paint and varnish stocks he is likely to pay more attention to them. He will therefore sell more and will be better satisfied with this department. Adequate stocks also help the merchant to retain customers. Even old customers will go elsewhere if they cannot get the selection they want. New customers are also made who were formerly customers of competitors who have probably not realized the value of adequate stocks. Perhaps he could not give them service. His stocks were too low. The customers of the store will be better satisfied as a result of adequate stocks, for if a person starts a painting job with a certain brand of gray and buys three gallons he may decide to go ahead and to do the entire house. He wants to match the color exactly when he comes back and cannot wait. The merchant if he has a full stock can serve the customer. This means good assortment, plenty of each color and size, with a study made of fast sellers, next best sellers, etc. taken from the sales records. Adequate stocks will enable the merchant to sell quantity lots where he formerly sold small lots. It will help him to think big and consequently sell big. He can land house



Boeckh's Brush News

This Boeckh Brush Display Is A Big Business Bringer

DEALERS who put in this display find that it not only helps to increase their volume of brush sales, but also increases their sales of the higher-priced brushes. People who come in to buy a 25-cent brush to do a bit of painting around the house will nearly always buy a better brush if you can show them something better.

The display board shows your line at a glance. It is a silent but effective salesman.

The Board Is Supplied Free

We charge only for the actual stock displayed. When ordering it is your privilege to say what brushes go on the board and the usual practice is to make the display fully representative of all the types of brushes you carry in stock.

Send us your order for a board now. Get ready for the big annual "paint-up" and "clean-up" drive. A brush display in your window will bring you a gratifying increase of business.

The BOECKH COMPANY *Ltd.*

Makers of everything in good brushes since 1856

TORONTO

DISTRIBUTORS:

Montreal—The H. E. Smith Sales Co., 150 Craig Street West.
Winnipeg—Mr. J. B. Buckham, 664 Broadway.
Vancouver and Victoria—The T. S. Griffiths, 1080 Hamilton Street, Vancouver, B.C.

Weekly Paint Markets

Montreal

MONTREAL, January 19.—The outstanding feature of the paint markets this week is the advance of from 6 to 8 cents in local turpentine quotations. This product is now being quoted at $1.23 in most quarters although a further advance of 2 cents has been made by a few jobbers. Turpentine has been steadily gaining during the past week, and according to those well informed, a further advance in quotations would not be surprising. There is now an improved demand, particularly from Europe, and with producers' offerings none too large from now until the new crop in April and May next, a steady to firm market is looked for. Linseed oil prices remain unchanged with the tone of the market fairly firm, although not to the extent that is shown in turpentine. One large crusher stated he would not be surprised if a slightly easier tendency developed in linseed oil because of certain crop reports, but if such did occur it would not be for long standing and the market would soon regain its former level.

Window glass is now recorded somewhat easier than in the past few weeks, owing to revised prices from Belgium manufacturers. There is no weakening in the situation on this account, but local distributors state that the former strength is merely diminished. Paint manufacturers, without exception, still maintain that paint and varnish prices will remain steady throughout the active Spring season, and although this question will in all probability be thoroughly discussed early next month, it is apparent from present indications that the chances of a recession in prices are very remote.

TURPENTINE MARKET VERY FIRM: PRICES ARE ADVANCED

Montreal.

Recording an advance of from 6 to 8 cents per gallon on the local market and now remaining firm at its higher standing, has been the development in turpentine within the past week. Towards the latter end of the week the strength became more marked, and Savannah markets then recorded considerably higher figures. Since the close of the holiday season turpentine has been displaying a firm tone, to be followed by a continued gain of somewhat more intensity, which passes the market nearly 10 cents higher in the course of two weeks.

The interest shown in this product in the South, has improved appreciatively since the turn of the year, and while buyers on this side are still exercising care in their purchases, the European demand has been much greater in recent weeks. Although this demand is not expected to be of very long standing—at least not to the same proportion as in recent weeks, there will—according to local distributors—be a gradual improvement in home consumption, and this should tend to maintain the present higher standing for some time. In fact dealers locally look for little recession now until the new crop in April and May next, basing their opinions on reports from the South where it is claimed producers' offerings from now on will be small and the demand will increase.

Locally current demands are small, and little increased activity is looked for until next month as the active season here does not usually commence until the end of February or even March. Increased quotations are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 23
2 to 4 barrel lots	1 21
Broken lots	1 33

LITTLE EASIER TENDENCY IN WINDOW GLASS

Montreal.

Although the improvement in the Belgian mark and the increased transportation rates since the close of navigation, are still factors that must be considered in determining the tone of the window glass market, there is now a somewhat easier tendency because Belgian manufacturers are meeting the situation with revised quotations. In other words, slightly lower prices are now given by these manufacturers to meet competition, because import prices were increased by the two above mentioned factors. With the active season now passed for another year, local distributors do not anticipate any marked change for the present. The market has been considerably firmer in recent weeks and the action on the part of manufacturers abroad will only be the means of steadying the situation.

CURRENT LINSEED OIL PRICES ARE MAINTAINED

Montreal.

Quotations on linseed oil are unchanged for the week, and the market is again more or less uncertain. This has been the state of this product for some time, although remarkable strength for this season has been displayed in the closing week of the old year and up until the present. There is little reason to believe, even now, that a recession of any extent will take place, but a slight reduction, owing to crop reports, would not be surprising to some well informed on the situation. If such did occur in the near future it is not expected to be for long, and the market would soon regain its former level and remain fairly firm for some time. According to local crushers flaxseed is steady and the by-products, cake and meal, are not as firm in price as was the case a few months ago. Both these factors are assisting in holding oil prices at present levels. Increased sales, usually apparent after the close of this month, will also tend to stiffen prices. With present levels holding, there seems to be every likelihood of a steady to firm market for the earlier purchases of this product. Unchanged local prices are the following:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal	0 81	0 83
3 to 5 barrel lots, per gal	0 79	0 81

Less barrels, add 10 cents per gallon.

ROSIN QUOTATIONS ARE SOMEWHAT STEADIER

Montreal

In sympathy with turpentine, rosin is now said to be slightly improved, although local prices are unchanged with no immediate sign of a revision to higher prices. The tendency of this product has been decidedly downward in the past twelve months and quotations to-day are just a little over one half of prices one year ago. The reason for rosin not showing the same amount of strength as turpentine is attributed to the fact that much larger supplies are available, while the demand remains very quiet. In the Savannah market, sales are gradually improving, but it is noticeable that most of the supplies are being sold to foreign buyers. Following are local prices:

RESIN—	bbls.	100-lb. kegs	Less quantities per 100 lbs.
G., medium grade	3 00	4 50	6 00
Water white	4 75	6 25	7 75

PAINT AND VARNISHES AGAIN MORE ACTIVE

Montreal.

The movement of paint and varnishes becomes more active as the weeks pass. Salesmen from some houses did not recommence their trips on the road until the middle of the month, but with all

(Cotinued on page 52)

What a Wholesaler says—

T S HOBBS, PRESIDENT

C A WHITWAM, VICE PRESIDENT

W J McLEOD, TREASURER

The Hobbs Hardware Co. Limited

HOBBS GOLD MEDAL

Manufacturers and Importers

335 to 341 RICHMOND STREET

125 to 144 YORK STREET

TORONTO OFFICE 53 & 55 COLBORNE STREET

London, Canada,

Oct. 23th, 1921

The Canada Paint Co. Limited,

Montreal, Que.

Gentlemen:- For about THIRTY years, we have been distributing ELEPHANT GENUINE WHITE LEAD with the greatest satisfaction to our dealers and ourselves.

Although ELEPHANT GENUINE WHITE LEAD costs more than practically any other White Lead, our sales have steadily increased from year to year.

Its popularity, we attribute to the high standard of quality and fine grinding that you have always maintained, and the fact that painters find from experience that although GENUINE ELEPHANT costs more by the pound, it costs less by the job.

The year just ended has been a most satisfactory one indeed.

Yours very truly,

THE HOBBS HARDWARE CO. LIMITED

C.A. Whitwam

Vice President.

CAW/HV

Painters find by experience that although Genuine Elephant costs more by the pound, it costs less by the job.

MONTREAL PAINT MARKETS

(Continued from page 50)

sales forces again engaged, a continued increase in business is now looked for. Reports from all quarters are that a satisfactory volume of earlier Spring business has been secured, and the following weeks should further increase these records over last year.

Witnout exception, the opinion among manufacturing circ es is that little or no change will take place in the prices of paint, varnishes or sundry lines for the active Spring season. Raw material costs are in many cases higher now than when the reduction was announced last Fall, and according to manufacturers there is no existing factor that would warrant lower prices at the present time.

Toronto

TORONTO, January 19.—While actual price developments on the paint markets are absent this week, yet the interest in current paint circles is firmly maintained. Turpentine continues to manifest strength at the recent advanced levels, with domestic quotations unchanged and present supplies low. On the primary markets, there has been a slight easing from the higher levels recently recorded.

Whether these conditions indicate another resumption of the see-saw tactics which have been recently prevalent, or constitute the commencement of another upward development at production centres, is difficult to ascertain until the cause for the change is analyzed.

The demand for turpentine during the ensuing weeks of the year is expected to be larger than receipts in southern markets. Such a condition would tend to enable the marketing of stocks now being held by producers. Consumers' supplies on practically all centres are considered low.

There is little change to record in the linseed oil markets, the recent extreme dullness still being evident, with flax seed prices remaining fairly steady. Some recession in quotations on cake and meal have tended to maintain the current levels on oil.

Paint and varnish manufacturers are engaged upon preparations to make this year the record season in the history of the industry, and the current interest is centered more upon prospects for attaining this objective than in the prevailing volume of business.

MAINTAIN HIGHER PRICE LEVELS ON TURPENTINE

Toronto.

The recent rise and maintenance in turpentine prices are attributed to the operation of supply and demand, coupled with the skilful manipulation of available supplies in the hands of southern producers. Whi'e the domestic prices are unchanged, this week, due to the absence of any local stocks, quotations at Savannah eased off slightly from the higher levels, recently attained. This is not of sufficient extent, however, to affect the domestic levels, but indicates the natural reaction from the sudden advances. With the prevailing demand in excess of receipts being marketed, a firm tone in this product is generally looked for until the new crop is available. Following are current prices:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 30
2 to 4 barrel lots	1 29
5 gallon lots	1 45

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon

MORE INQUIRY NEEDED TO STRENGTHEN LINSEED

Toronto.

The situation in linseed oil has recorded very little variance during the past few days. Prices on the domestic markets are holding unchanged, and while some dealers are evidently looking for slightly easier levels, the opinion is expressed in other quarters that with a recovery in demand for linseed during the next few weeks, the situation should develop a firmer tendency in the near future. Prevailing quotations are as follows:

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 84	0 87
3 to 4 barrel lots	0 82	0 86
6 to 9 barrel lots	0 81	0 84

Less barrels, add 15 cents per gallon.

STIMULATING PAINT TRADE IN WESTERN CANADA

(Continued from page 46)

sense to protect their property, then indeed a long step forward towards the realization of what the paint and varnish industry in Canada should be, will have been taken.

The club has been associated with a considerable number of Paint-Up campaigns, all of which have proven very successful, and the club is convinced that through their efforts during the past years the sales of paint and varnish and allied products have been considerably increased in Western Canada.

It is desired to enthuse the public of Canada in the very necessary work of painting up annually and keeping their homes spick and span with the resultant increase in value of property—the immeasurably better appearance—the beneficial effect it has on the community in general and finally the enduring protection against the attacks of the elements which are always present and ready to attack an unprotected surface.

Affiliate Western Clubs

Other plans are in process of maturity, which will tend towards the affiliation of the various Paint Clubs of Western Canada, so that concerted effort can be applied to the sole object for which the club was formed, namely the development and increasing of sales of paint and varnish in Western Canada.

The present executive are men who have been connected with the paint trade for many years and are widely known for their enthusiasm and interest in this work. The newly named Paint, Oil and Varnish Club of Winnipeg will carry on the work of the late Winnipeg Paint Club with enthusiasm. There will be no change in the policy of the club, but a steadfast ever-present effort will be made in the interests of the paint and varnish trade in general.

The Paint, Oil and Varnish Club of Winnipeg wish to co-operate with the dealer and to support him to the fullest extent and will be at all times glad to consider any suggestions that might emanate from these dealers or from any other sources.

A publicity department has been created and placed in charge of the late president, A. J. Webb, who will conduct this particular feature of the club's work and endeavor to spread the gospel of "Save the Surface and Paint-Up" in the interests of the club and of the dealers who are served by its members. The year 1922 is in its infancy and many prophecies are rife as to just what will be in store. The Paint, Oil and Varnish Club of Winnipeg are approaching the forthcoming season of 1922 with confidence that the period of depression recently experienced has now spent its force and that better times are ahead. They feel however, that it is time for action—a time for co-operation and a time to put every effort behind the developing of ever increasing sales, and the spreading of the knowledge and benefits of the use of paints, varnishes and allied products in the interests of conservation, and they have faith that if this is done that the year 1922 will indeed be the greatest paint and varnish year in the history of Canada.

ANTICIPATING TREND OF PRICES

(Continued from page 28)

fully, and considered present cost of manufacturing and condition of business, and we do not contemplate any great reduction in prices, on hand saws, small goods, trowels, and carpenters' bit braces, beyond the reductions lately made, and these present prices are very likely to rule for the ensuing months, probably up to Mid-summer, before we will take another careful survey of the costs, of all the lines, to consider any further reduction.

"There is a misapprehension on the part of the hardware buyer, in regard to saw prices. Saws, and like tools, made by the saw makers, did not start to advance until many other kinds of goods had made very substantial advances, and the whole range of advances in saws, average less than 100%, so their recession is necessarily slower.

"You can safely advise members of your association, to inventory present stocks at present replacement values, as this would be very close to what they will have to pay for the ensuing few months. There are some small exceptions to this, but they are unimportant, and of these, we are advising our customers immediately."

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Floglaze

Registered

Home and Farm

(The Can With the Yellow and Blue Label)

More than ever before the year 1922 will find you looking for such lines as will net you the biggest profit, and quickest turnover, on the least investment of capital.

FLOGLAZE HOME AND FARM shades give you a decided advantage over the possibilities of an ordinary paint, owing to its many uses and concentrated number of lines. Can be used on practically everything about the home and farm for finishing and refinishing indoors and out-of-doors.

FLOGLAZE HOME AND FARM shades wear equally well on wood or metal surfaces.

Let us prove to you by actual demonstration, why you should have this line.

Floglaze
M L
QUALITY

Our Dealers' booklet, "A Guide to Larger Profits," fully describes our Floglaze proposition. Write us for a copy.

"Make 1922 your greatest Paint & Varnish year"

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal, Que.

Sole Distributors for Manitoba, Saskatchewan and Alberta:-
MILLER-MORSE HARDWARE CO LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor- $14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2	$2 50	Group 3	$1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12, each	$0 50
12 or less than 50, each	0 45
50 or less than 125, each	0 43
Bbl. lots of 125, each	0 39

"Reliable" Ignition, 2½x6 inch.

less than 12, each	0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots 125 each, each	37½

F.o.b. factory, Toronto. F.o.b. warehouse, Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th. 1920.

Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 60 per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 35%.
Gilmour Auger Bits, 10%.
Gilmour Eye Augers, add 5%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	8 75
30-gal. extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 20%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller. square, Tapped, off net list, $0.25.
Nuts. 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.

Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
do., Toronto	0 23
No. 4	32 50
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto,	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 10%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 15%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.

F.O.B. Montreal, Toronto

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.

Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper. $14 list. less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$3 43
Good Morning	1 37
Lookout	1 88
Sleepmeter	2 06

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal. Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set ... $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
7-16 in	11 25	13 25
½ in.	11,00	12 50
⅝ in.	11 25	12 80
¾ in.	11 00	12 50
3-16 in.	$17 80	$20 25
⅜ in.	11 75	13 75
¼ in.	16 25	18 75
5-16 in.	13 75	15 50

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 80

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb.	0 39	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $7.75; Toronto, $8.00; London, $7.75.

DAMPERS—

	Doz.
Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

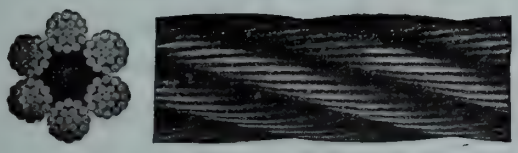
⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

Arctic Anti-Freeze

Is not an experiment but the old reliable Anti-Freeze solution, which has given such satisfaction for the past ten years—It is made from the best ingredients known for the purpose and contains no chemicals which will injure your car in any way—
It is put up in barrels, half barrels, five and one gallon cans—
Good proposition to jobbers—
Manufactured only by—

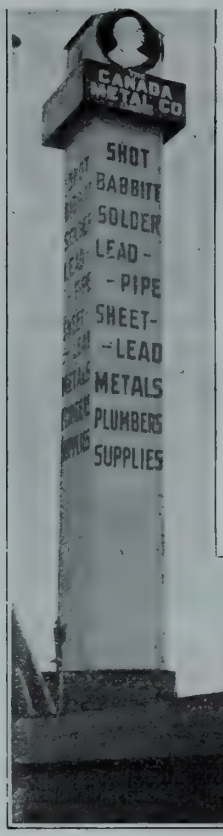
THE COMMERCIAL OIL COMPANY, Limited
420 Jackson St. West Hamilton, Ont.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.
Have you a copy of our Catalogue?
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards
CANADA WIRE & IRON GOODS CO.
HAMILTON



SHOT
SHEET LEAD
LEAD PIPE
BABBITT
SOLDER

Low Price
High Quality
Immediate Shipment.

THE CANADA METAL CO., LTD.
TORONTO
Hamilton Montreal Winnipeg Vancouver

CARTER'S

Every Paint Buyer Knows Carter's Genuine Dry Red Lead

Carter's is a quality Lead. Made from the very best grade of Canadian Pig Lead, it is highly Oxidized and ground very fine and when mixed with pure linseed oil it possesses unusual covering capacity.
Your paint customers will appreciate Carter's Genuine Dry Red Lead because of its unchanging uniformity of film.
Get prices on this and on the other Carter lines—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway Toronto

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz .

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	25%	25%
Malleable bushings	25%	28%
Cast bushings	27½%	28%
Unions	42½%	45%
Flanged unions	22½%	25%
Plugs, cast iron	27½%	28%
Plugs, solid	27½%	28%
Plugs, countersunk	27½%	28%
Couplings, 4 in. and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 22	0 32
C	0 14	0 22

FLY TERROR, per doz. $4 75

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

GRINDSTONES

Under 40 lbs. weight.	Per Cwt.
Smaller than 2 inch face.	$5 25
Two-inch and over	4 50
40 to 80 lbs. weight.	
Under 2-inch face	4 75
2 ins. and over	4 25
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 2½, $10; 3, $11.50. F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.

Dodson	$4 60
Kling	4 00

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST

No. 30, 1-lb.	$10 20
No. 30, 1¼-lb.	11 00

Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING

	Per Doz
No. 1	$10 25
No. 2	11 25

HATCHETS, LATH

No. 3	$10 25
No. 4	11 25

HATCHETS, BARRELLING
Nos. 50, 60 $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater	$10 00
Heatray Heater	12 00

Discount 25%-33%, according to quantity.

Majestic, 1 Burner	$11 00
Do., 2 Burner	16 00

Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. Doz. sets.
Clark's No. 1. $2 22

HINGES, SPRING

No. 200 and No. 20, per gross	25 00
Ajax Floor No. 3111, per set	1 85
Reliance Door No. 270.	
Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	1 50	1 80
5 inch	1 90	2 20
6 inch	2 15	2 40
8 inch	2 40	3 20
10 inch	4 30	5 70
12 inch	6 90	7 10
14 inch	7 50	8 05
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4. per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$13 25
Do., ⅝ in., 100 ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 21 per lb.
48 x 96 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$ 1 90
Potts, nickel plated, per set	1 95
Potts handles, japd., grs.	16 50
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS. ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS.

	Per doz.
Short or Long Globe, plain	$12 00
Do., Japanned	12 75
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	15 75
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold Blast genuine ruby	5 40 doz.

F. o. b. Factory.

LATCHES—

	Per doz.
Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 6	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century. Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$10 00
Pick, doz.	10 00

F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS—

	Doz. net.
Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 35
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 60
Crank wringing	7 35
Smarts'	4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier. 25c over base.
Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto, $3.90 base.
Owen Sound or Collingwood, $3.90 base.
F.o.b. Montreal, $3.90 base.
Freight equalized on above points.
Sydney and St. John, $4.05 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.00.
Sault Ste. Marie, Port Arthur, Fort William, $4.15 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, $4.85.
F.o.b. Toronto, $4.70.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

How About Your I.Q.?

An I.Q. is an abbreviation for "intelligence quotient" and is the basis on which psychologists, doctors and teachers are estimating how Canadians rank, all the way down the line from genius to morons and idiots.

Dr. C. K. Clarke, noted Canadian alienist, says that not more than twenty per cent. of Canadian children have more than average intelligence. Is your child one of the average sixty per cent.? one of the twenty per cent. above this line? or one of the twenty per cent. below? How do you rank yourself?

Perhaps you think you are normal, but an investigation of this article of Dr. Clarke's may give you a rude shock. Get your family and friends studying it and see where they rank.

This remarkably timely article appears in

MacLean's Magazine *for* JANUARY 15

The West Is Still There!

By Charles Christopher Jenkins

A staff writer of MACLEAN'S MAGAZINE was sent West a few weeks ago to find out what there is to these 'blue ruin' stories. He returns with a huge grist of facts, and reports that, although hard hit in many ways, the West is, as everyone who knows it would expect, breathing the virile and vigorous spirit of constructive optimism.

Included in this article are striking and timely messages to the readers of MACLEAN'S from Hon. T. C. Norris, Premier of Manitoba; Hon. W. M. Martin, Premier of Saskatchewan; and Hon. Herbert Greenfield, Premier of Alberta.

"Have confidence in us; we'll come through!"—this is the key-note of an article for which Mr. Jenkins travelled nearly ten thousand miles to get definite and accurate facts for MACLEAN'S readers.

Other Big Fact and Fiction Features in this issue of MacLean's:

CANADA'S CARIBOU CROP—Vilhjalmur Stefansson argues that reindeer-steaks will soon find their place on the menu of thousands of Canadian families.

WHAT CAN THE MOVIES TEACH?—Nicholas North's investigation of the "Menace" of the movies; they should be excellent educators.

THE SAIL DRAGGER—by Frederick William Wallace. The first installment of a three-part novelette written by a Canadian who knows, loves and understands the sea and can tell a vigorous, dramatic tale.

THE PIPES OF DEATH—an exotic and thrilling story of a little-known country by "Sapper"—H. C. McNeile.

THERESE AND GERMAINE—An Arsene Lupin detective-mystery story, from the fertile pen of Maurice LeBlanc.

CONVERTIN' ELDER HAWKINS—Archie McKishnie returns with the first of a new series of Lenix Ballister negro stories.

MOSTLY SALLY—Pelham Grenville Wodehouse's cheery, rollicking serial.

And in this issue there is a particularly strong Review of Reviews Department

JANUARY 15th ISSUE ON SALE TODAY AT ALL NEWS STANDS 20c.

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

Make Sure of Your Copy Now—Get it Today

Or Send $3.00 for a Year's Subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto

NAILS (HORSE)

Size C Brand
Capewell— Per 25-lb.box
No. 5 .... $6 75
No. 6 .... 6 50
No. 7 .... 6 25
No. 8 .... 6 00
No. 9 to 12.............. 5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.
12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.
12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.
12 inch...$4 00 42 inch...$12 60
18 inch... 5 50 48 inch... 14 80
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch...20 00

¾ inch mesh and 20 ga. wire.
24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.
24 inch..$16 50 36 inch...$24 90
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... . 0 80
2060 ... ... 0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 35
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ....$15 00
Plumbers' 7 00
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 32½
Above prices net.

Gallon
Black oil (summer) 0 23.1
Black oil (winter) 0 24.1
Capital, cylinder 0 75.6
Mach. oil, reg. grades 0 43.6
Imperial gas engine oil.... 0 63.6
Paraffine 0 23.6
List, less 10% on above.
Imperial kerosene, tractor hy. $1
Do., do., ex. heavy $1.10
List less 15 per cent.
Polarine, per gal, list 1.15
Polarine, medium, list . . . 1.15
Polarine, heavy, list 1.15
Polarine, ex-heavy, list 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil, A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net $0.10.90
Do., tank wagons, net . 0.09.90
Do., tank cars, net 0.08.90
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute $0 17
Coarse jute 0 13
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress Dry Sheath'g		1 45
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		10 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE
Stick-Fast
In barrels, 250 lbs., lb. 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19
Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES
Per case
5 gross, 4-in. (loose) $2 25
4 gross (cartons), 4 in....... 2 25
Spring, 2 grs. box 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22 ,1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list.$18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list.29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in...........50/10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $13 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt. 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box . .$17 50
20x28xIC,112s, box 18 00
20x28 IX, 112s, box 20 00
20x28 IXX, 56s, box 11 25
20x28 IXXX, 56s, box 12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can 12 00
½-gal. cans 20 00
1-gal. cans 28 00
Net.

Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 84
128-oz., each 2 84

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 .. .. 6 00
No. 80 ... ... 8 00

PUMPS, REDWING
No. 0.....$6 85 No. 4....$12 75
No. 1..... 7 50 No. 5.... 15 25
No. 2..... 8 75 No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off: burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

Toronto
Samson, 1 ply, roll ......$ 2 65
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. . 6 00
Everlastic (red or green) mineral surface, sq. 36" wide, . 2 85
Do., 18" wide 3 30
F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls...	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal........... 0 60
In ½ bbls., per gal. 0 65
In 5s and 10s 0 70
1 gal. cans, per doz......... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis 0 23
Beaver Manila basis 0 20
New Zealand hemy basis ... 0 20
Double lathe yarn 0 18½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis .. 0 18
Double lathe yarn 0 18½
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, ¾ in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application.
Cotton, ⅛ in. 0 51
Do., 5-32 in. 0 50
Do., 3-16 in. 0 47
Do., ¼ in. and up 0 45
F.o.b. Toronto, Montreal, London. Welland, Hamilton.

SANDPAPER
B. & A. sandpaper, less 5%
Star sandpaper, less 5%
B. & A. emery cloth, plus 25% list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal. Hamilton.

SCREWS
Discounts off Standard List adopted Aug. 1, 1908
Wood, F.H., bright 82½%
Wood, R.H., bright ....80 %
Wood, O.H., bright ....80 %
Wood, F.H., brass 77½%
Wood, R.H., brass ... .75 %
Wood, O.H., brass ....75 %
Wood, R.R., bronze 72½%
Wood, O. H., bronze ... ..70 %
Square cap ....50 %
Hexagon cap ....50 %
Set Screws ....55 %

SCREWS, IRON BENCH, No 14
1 in. $11 25
1⅛ in. 12 50
1¼ in. 15 65

SCYTHES Doz.
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 18 20

SHEETS, BLACK
See Montreal and Toronto report.

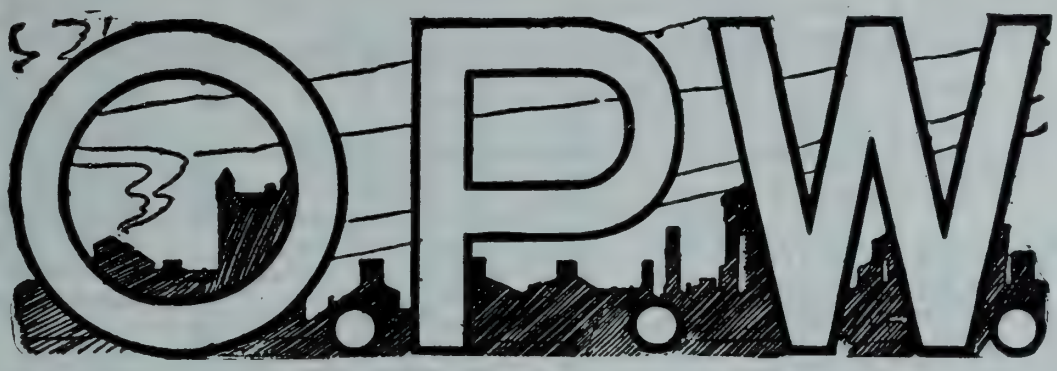
SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.



Paints and Varnishes for Every Purpose
Will Help You Make

1922

THE LARGEST PAINT YEAR YET

Fall in Line
and
Boost the Idea

The Save the Surface Campaign will do its Best

OUR PAINTS WILL

"Save the surface and you save all" *Paint & Varnish*

Ottawa Paint Works, Limited

OTTAWA, CANADA

Branches: Montreal and Toronto

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP

Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP

Eureka, per M. $15.00

STANDS, WASHTUB

Dowswell, doz. 44 10

STAPLES (Fence)—

Per 100 lb. kegs
Bright $4 40
Galvanized 5 40

STOVES

Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE

Hercules, doz. $8 60

STRETCHERS, CURTAIN—

Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—

Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00

Double-pointed tacks, 65-25%.
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival steel ...	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket ...	7 27
145— 5 ft.	Steel Pocket ..	9 20
175— 5 ft.	Linen Pocket .	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)

O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Parlor Queen, nick.. cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's)

Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TOY (Bissell's)

Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

TACKS Discount

Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.

12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B Newmarket.

TWINE, BINDER per ft.

550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS

Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway 25-10%
Jenkins Gate Valve 25%
Jenkins Globe 19%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%

F.O.B. Toronto.
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.

Britannic, list plus 15 per cent.

Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans l,ist, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 10%.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22 80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.,

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mo.
Section, 1 lb. per 100 lbs...	$2 75	$3 25	$3 50
Section, ½ lb. per 100 lbs...	2 85	3 75	4 00
Solid, 3 to 30 lbs., per 100 lbs...	2 50	2 50	3 00

WHEELBARROWS

Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.80.
Annealed base, $3.80.
Galvanized base, $4.10.
Barbed wire, $4.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.15; Montreal, $4.15.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern. 42½% on genuine.

WRENCHES, CRESCENT

4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES

Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00

Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

REVISED HARDWARE TACK LIST

Adopted January 1922

TACKS Half Weight.	1	1½	2	2½	3	5	6	8	10	12	14	16	18	20	22	24 oz.
	LIST PER DOZEN															
Cut Tacks—Blued	69	90	106	118	122	156	208	249	297	336	392	448	504	560	616	672 cts.
Cut Tacks—Tinned	74	99	116	131	137	177	241	291	349	401	467	534	601	668	734	801 "
Carpet Tacks—Blued			...	...	102	132	176	222	264	305	356	407	458	509	559	610 "
Carpet Tacks—Tinned			...	...	118	153	207	264	319	369	431	492	555	615	677	738 "
Gimp Tacks—Blued	62	87	106	119	123	153	207	246	296	333	389	444	500	555	611	666 "
Gimp Tacks—Tinned	68	95	116	132	138	174	239	288	349	396	462	528	594	660	726	793 "

In Bulk— 100 lbs, 50 lb, 25 lb pkgs.	1	1½	2	2½	3	4	6	8	10	12	14	16	18	20	22	24 oz.
	LIST PER POUND															
Carpet Tacks—Blued			...	...	64	61	57	56	53	51	51	51	51	51	51	51 cts.
Carpet Tacks—Tinned			...	...	78	75	71	70	67	65	65	65	65	65	65	65 "
Swedes' Cut and Trimmers' Tacks—Blued	151	132	114	100	90	78	68	66	63	60	60	60	60	60	60	60 "
Tacks—Tinned	165	146	128	114	104	92	82	80	77	74	74	74	74	74	74	74 "
Upholsterers' Tacks—Blued	131	108	104	95	78	74	70	63	60	57	57	57	57	57	57	57 "
Upholsterers' Tacks—Tinned	145	122	118	109	92	88	84	77	74	71	71	71	71	71	71	71 "
Basket Tacks—Blued	199	174	162	126	109	86	78	71	68	66	66	66	66	66	66	66 "
Basket Tacks—Tinned	213	188	176	140	123	100	92	85	82	80	80	80	80	80	80	80 "
Gimp Tacks—Blued	133	124	113	100	82	75	71	64	61	57	57	57	57	57	57	57 "
Gimp Tacks—Tinned	147	138	127	114	96	89	85	78	75	71	71	71	71	71	71	71 "
Lace Tacks—Blued	185	145	121	103	95	85	81	70	67	66	66	66	66	66	66	66 "
Lace Tacks—Tinned	199	159	135	117	109	99	95	84	81	80	80	80	80	80	80	80 "
Solid Head Japanned Lining Tacks				82	76	75	72	68	66	64	64	64	64	64	64	64 "
Trunk Tacks, Oval Head Black			...	...	67	65	62	61	59	53	53	53	53	53	53	53 "
Tinned			...	...	81	79	76	75	73	67	67	67	67	67	67	67 "
Bill Posters' Tacks—Blued			72	66	60	57	55	53	52	50	50	50	50	50	50	50 "
Bill Posters' Tacks—Tinned			86	80	74	71	69	67	66	64	64	64	64	64	64	64 "

Copper Tacks (all sizes) prices quoted on application.

Canvas Tacks, Cheese-Box Tacks, Curtain and Shade Tacks, Broom Tacks } Take same List as Upholsterers' Tacks.

Railroad Tacks, Roofing Tacks, Hide Tacks } Same List as Billposters' Tacks.

Looking-glass Tacks, Picture-frame Points } Same List as Lace Tacks.

Berry Box Tacks, Truckers' Tacks } Same List as Basket Tacks.

GOODS SOLD BY LENGTH	4/8	⅝	¾	⅞	1	1⅛	1¼	1½	1¾	2	2¼	2½
	LIST PRICE PER POUND.											
Clout Nails—Blued	57	54	52	51	50	49	47	46	46	46	46	46 cts.
Clout Nails—Tinned	71	68	66	65	64	63	61	60	60	60	60	60 "
Trunk Nails—Blued	57	54	53	52	50	49	48	46	46	46	46	46 "
Trunk Nails—Tinned	71	68	67	66	64	63	62	60	60	60	60	60 "
Basket Nails (blued or bright)												
Chair Nails (blued or bright)	76	72	70	67	64	60	58	55	55	55	55	55 "
Cigar Box Nails (blued or bright)												
Do, Tinned	90	86	84	81	78	74	72	69	69	69	69	69 "

Copper Nails, (all sizes) prices quoted on application.

NET EXTRA FOR PACKING

1 lb., 5 lb., 10 lb Pprs	$2.00 per 100 lbs. net.
½ lb.	3.00 per 100 lbs. net
¼ lb.	4.00 per 100 lbs. net.
⅛ lb.	5.00 per 100 lbs. net.

Brass Plating.—, Copper Plating.—, Japanned.—, Galvanizing.— } Prices quoted on application.

Paints, Oils, Etc.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—	per gal.
Ad-el-ite, white	$4 00
Ad-el-ite, tints	$ 75

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 30
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall white enamel	$ 7,43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kvanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Floglaze	4 50
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford "All Around, List prices,
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS LIST	Star or Double
Case lots.	16 oz. or 24 oz.
Up to 25	$ 5 50 $ 9 05
26 to 40	6 95 11 40
41 to 50	7 65 12 55
51 to 60	7 95 13 05
61 to 70	8 35 13 65
71 to 80	8 80 14 40
81 to 84	10 30 17 70
85 to 90	10 85 18 55
96 to 100	22 60
91 to 95	20 80

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c per ½-lb pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.

Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$10 25
Genuine, 100 lb. casks	11 25
Less quantity	12 75

F.o.b. Montreal, Toronto.
Lead (red in oil)
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1. $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs.	
	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barrels, per gal. $ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.) 12 60
½ gal. cans, 1 doz. to case. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors.	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White, No. 32b	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case. doz.	12 00	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half-barrels		0 50
5s and 10s		0 60

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade	3 00	3 50
Water white	4 75	5 25
Water white	7 00	9 50

SHELLAC	Pure White. Per Gal.	Pure. Orange. Per Gal.
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C.P.C. Sun Varnish	4 30
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	4 89
Do., No. 2	4 48
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 35
Luxeberry light	
Luxeberry granite	
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear.	4 40
Dougall Transparent, spar.	4 90
Dougall Transparent, floor.	4 40
Copalite	4 00
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 60
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS	(per 100-lbs.) White.	Colors.
Frescota	$7 50	8 50
5-lb. pkgs.		
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white		8 75
Do., colors		9 25

Hygienic Kalsomine.	per 100 lbs. White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts.	10 00	11 25

WASTE
Cream, polishing, 19c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16½c; XX, grand, 15½; XLCR, 14½; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX	
B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Lion Brand	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	8 80 9 90
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 45
Champion white	0 50
Ad-el-ite paste	0 45

F.o.b Montreal, Toronto.

WHITING	
Gilders, bolted, in bbls.	3 50

WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1.90-2.50

F.o.b. Montreal, Toronto, London

LET'S GO!

for the Greatest Paint and Varnish Year

DO YOU understand why Paint and Varnish products have weathered the depression of 1921 with such success?

There is only one big, rational, national reason. It can be stated in seven short words—"Save the Surface and You Save All."

In three years these seven short words have lifted Paint and Varnish out of the luxury class and spread them into the pores of public consciousness as the greatest conservers of property.

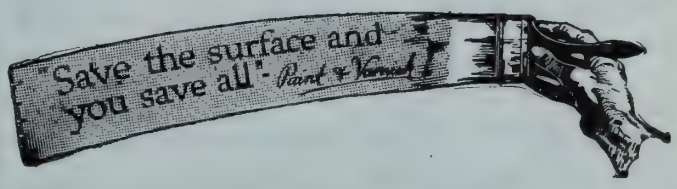
This priming coat of "Save the Surface" educational propaganda and publicity, participated in by every factor in the industry, saved the Paint and Varnish Industry last year—nothing else.

Conditions are now ripe to make 1922 the greatest Paint and Varnish year. Big plans are under way to achieve this great objective and to help you achieve your share in it.

Get in line. Order the slogan cut to-day and use it in your newspaper advertising.

Save the Surface Campaign

509 Royal Trust Chambers
107 St. James Street
MONTREAL



Electros of this slogan cut suitable for newspaper advertising will be supplied at forty-eight cents each.

60

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.80; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	28 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	58 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special.	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	138 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discounts from standard list prices.

Irwin ....15% on list

Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in, and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.;

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, 3-8 in. and smaller, up to 6 in., 37½%; over 6 in, 30%, 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs. 4 70

20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.80.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand — No. 0, $7.50; No 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ....$10 88

Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	3 43
Baby Ben	3 43
America	1 32
Sleepmeter	2 06

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25
150 ft x 19 ga.	10 50

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 .. .. 0 58 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe ... ... Discount 60%

Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%

Unions, "Dart"—

¼ to 2-in., 18% and 25% off.

⅛, 2½, 3½, 4", 5 and 25% off.

Nipples, 4 in. and under 45%

FRY PANS Each

Cast iron, No. 8.......... $1 05

No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS' Doz.

No. 30 up to and including

No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.18; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1,, $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in x 3 ply	9 50
⅝ in. x 3 ply	11 00
¾ in x 3 ply	13 00

IRON GALVANIZED

Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 13c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 10

Mrs. Potts', No. 50, set 2 20

Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17 50

Lightning 17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c; 36 to 40, 32¾c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2, Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 86
Barn Door	
5	3 86
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	......$	10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	......	7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $4.20 base; Winnipeg, $4.80. Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Stop Motorists

And Bring Them Into Your Store by Displays of

Diamond "A" and Kyanize

KY-AN-IZE

Diamond "A" is an Ashdown item, up to the Ashdown standards in every way; a pure, rich line of paints of exceptionally good quality, spreading and covering to the perfect satisfaction of every paint user, professional or amateur.

Ashdown's Diamond "A" Paints are good to the last drop. A satisfaction to advertise, display and sell. They are dependable and reliable and a "booster" for the Paint & Varnish Department of the hardware store.

Kyanize will make floors and furniture look like new, and a cloth, with warm water, will keep them looking spick and span. Kyanize is the most durable finish ever made. Can be supplied in clear, and eight popular colors.

Kyanize Motor Car Enamels are easy to apply, dry hard in a short time, with a beautiful lustre that lasts. Made by the celebrated Kyanize Process, they color and varnish in one operation. Nine beautiful, permanent colors, also a rich, lustrous black.

The Ashdown Organization backs it.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 52
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER. BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt.	5 85

PICKS, CLAY

6-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 51c.; ¼ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 75/5%; flat head, 77½/5%; oval head, 75/5%; round head, brass, 70/5%; flat head, brass, 75%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	6 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

37½%.

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$109 00
Household, japanned	97 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50
Little Jewel	14 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.45. Fort William; $5.05, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Granitewear

Colonial Imperial Pearl, 30 and 2½% off.

Premier Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list, plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain, 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50%.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs.

Sectional	$7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 84
14 in	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 20
Stone	18 75
Navvy, doz.	105 00

WIRE—BARB

Lyman, 4-point, $4.25. Winnipeg; Glidden Cattle, 2-pt., $4.00. Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $6.50 Winnipeg, $5.90 Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$5 25
8-inch	6 30
10-inch	7 75
12-inch	9 45
15-inch	12 60

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

Always Ready	Dozen Black	Dozen N. P.
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz

Regent	60 00
New Eze	78 50
Universal	$40 50

Barrett Roofings, Cements Industrial Paints etc.

First Sales *Easy*—Repeat Sales *Sure*

When you handle Barrett Products you are aided by two strong selling forces:

(1) Our big national advertising campaign in the leading newspapers, farm journals and technical magazines. This advertising is creating new business for Barrett Dealers in every city, town and village throughout the Dominion.

(2) The high quality of the products themselves. This *keeps* the business. The railroads, the large industrial concerns, and many thousands of individual users know from their own experience that the Barrett trade-mark stands for sure dependability and sound economy.

Are you carrying *all* these famous Barrett Products? If not place a trial order to-day.

Everlastic "Rubber" Roofing
Everlastic Multi-Shingles
Everlastic Single Shingles
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Liquid Elastigum
Everjet Carbon Paint
Creonoid (Fly Oil) Lice Destroyer and Cow Spray

The demand for these products far exceeds the demand for any similar products on the Canadian market. Their sale is increasing by leaps and bounds. Don't miss the opportunity to cash in on this big and growing demand.

The Barrett Company LIMITED

MONTREAL WINNIPEG
TORONTO VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S.

If interested tear out this page and place with letters to be answered.

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AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
Geo. W. Reed & Co., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Ames, Holden, McCready, Limited, Montreal.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
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Motor Sundries Corp., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Can. Foundries and Forgings, Ltd., Brockville, Ont.
The National Farming Machinery, Ltd., Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAGS, PAPER
Continental Paper Products Limited, Ottawa, Ont.
Montreal.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

BARRELLS, STEEL
W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BILLET, BLOOMS AND SLABS
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Fittings Limited, Oshawa, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto

BIRCH SEATS
Canadian Veneering Co., Montreal, Que

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
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BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

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Landers, Frary & Clark, New Britain, Conn.

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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Rubberset, Limited, Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BROOMS
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CASTINGS
Fittings Limited, Oshawa, Ont.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Landers, Frary & Clark, New Britain, Conn.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Fittings, Limited, Oshawa.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto

FOOD CHOPPERS
Landers, Frary & Clark, New Britain, Conn

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can Foundries & Forgings, Ltd., Brockville, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Dominion Rubber Systems, Ltd., Montreal, Que.
Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

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J. H. Connor & Son, Ltd., Ottawa, Ont.

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Altorfer Bros., Peoria, Ill.

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London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
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Thos. Davidson, Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

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E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England

KNIVES, POCKET AND TABLE
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Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Whites, Limited, Collingwood, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
R. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

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Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT.

SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
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The Burlington Windsor Blanket Co., Ltd., Toronto

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The Glidden Co., Ltd., Toronto.
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Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

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Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John.

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Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
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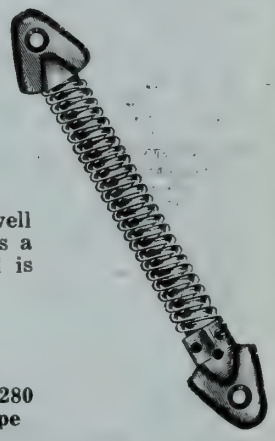

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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

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The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers. Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The National Farming Machinery, Ltd., Montmagny, Que.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Ltd., Toronto, Ont.

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Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwel-Hoxie Wire Fence Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal. Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B. S. A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Dana Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
E. C. Atkins & Co., Hamilton, Ont.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People, Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs Wm. A. Rogers and His Son, Niagara Falls, Ont

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hexie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Sheet Metal Products Co. of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
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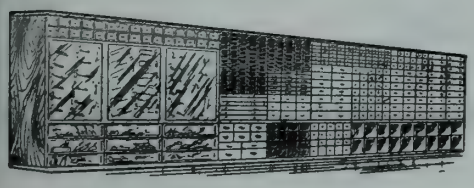

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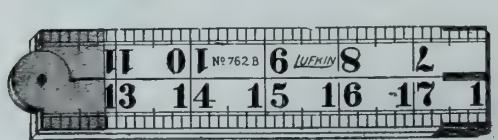

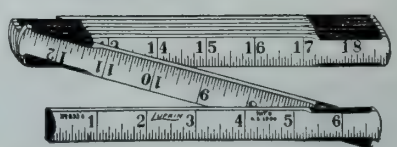

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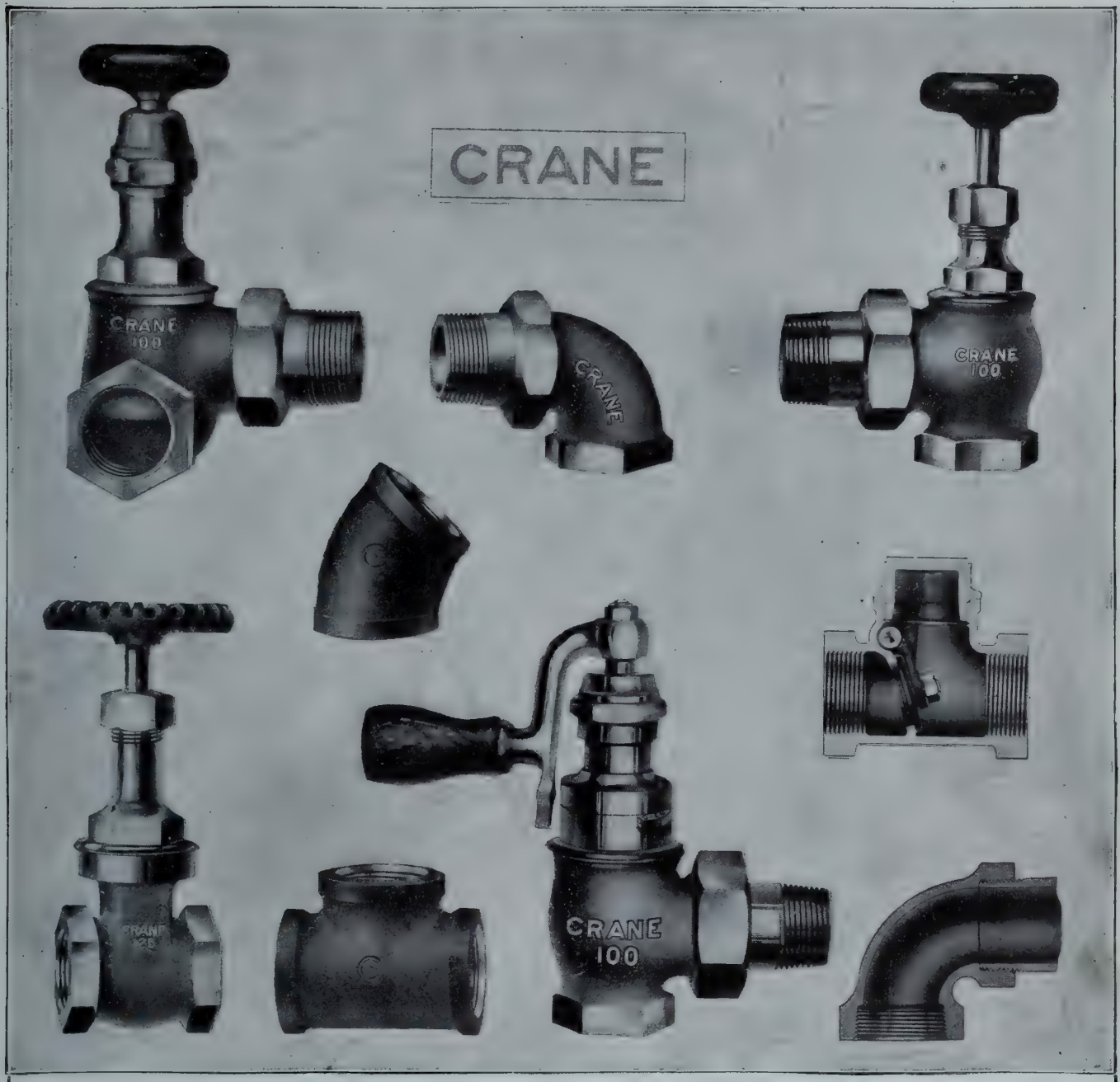

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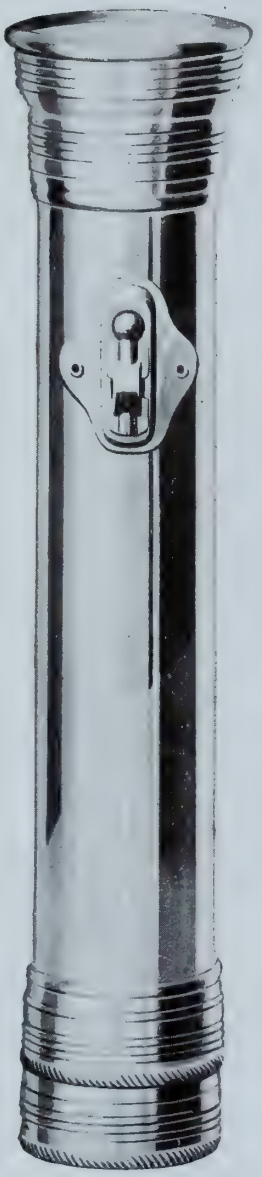

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LIMITED

TORONTO

If interested tear out this page and place with letters to be answered.

Use these free Cuts to illustrate your Ads

Mark the cuts you want with pen or pencil, tear out this whole page and mail it to us. Be sure to enclose your name and address. We will send the cuts you require absolutely free of charge if you will undertake to make use of them.

Ask our traveller next time he calls to show you the other cuts which we will supply free of charge to all SMP dealers. This is part of our plan of dealer co-operation for 1922.

SHIPMENTS MADE PROMPTLY

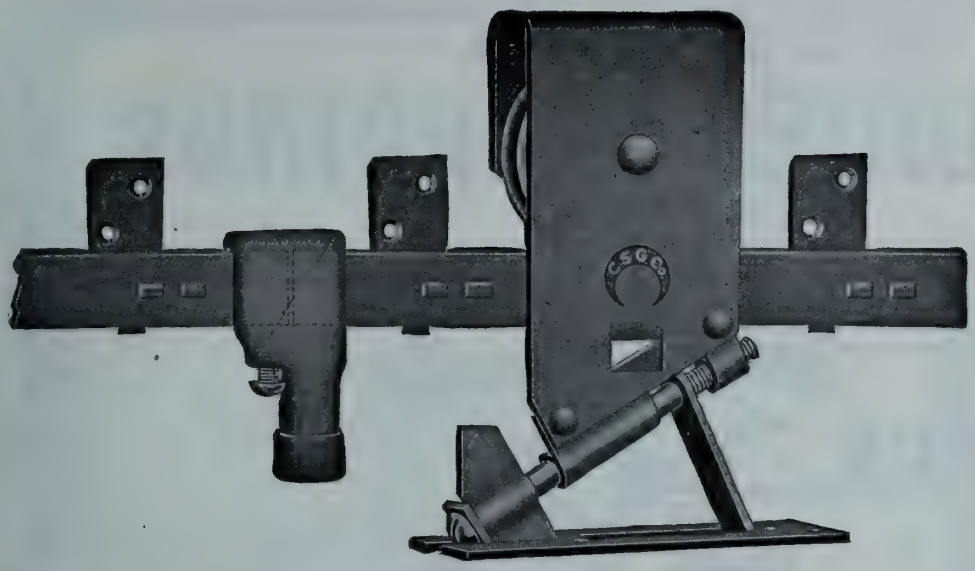
SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

If interested tear out this page and place with letters to be answered.



The

"SUPERIOR"

Parlor Door Hanger

The "Superior" works on the simplest adjustment principle known. The adjustment screw is absolutely reliable—it never fails to operate.

This noiseless parlor door hanger has the simplest adjustment principle known. The adjustment screw is fully dependable and reliable—it always works.

This effective hanger is fitted with fibre wheels operating on case-hardened roller bearings. The bumpers are specially manufactured, they are bound with rubber of extra heavy thickness.

They are packed complete with screw, stops, and guides; 14 feet of track with double sets; 8 feet of track with single sets.

If you are not already enjoying the excellent sales of this hanger—investigate now!

Canada Steel Goods Co.

Limited

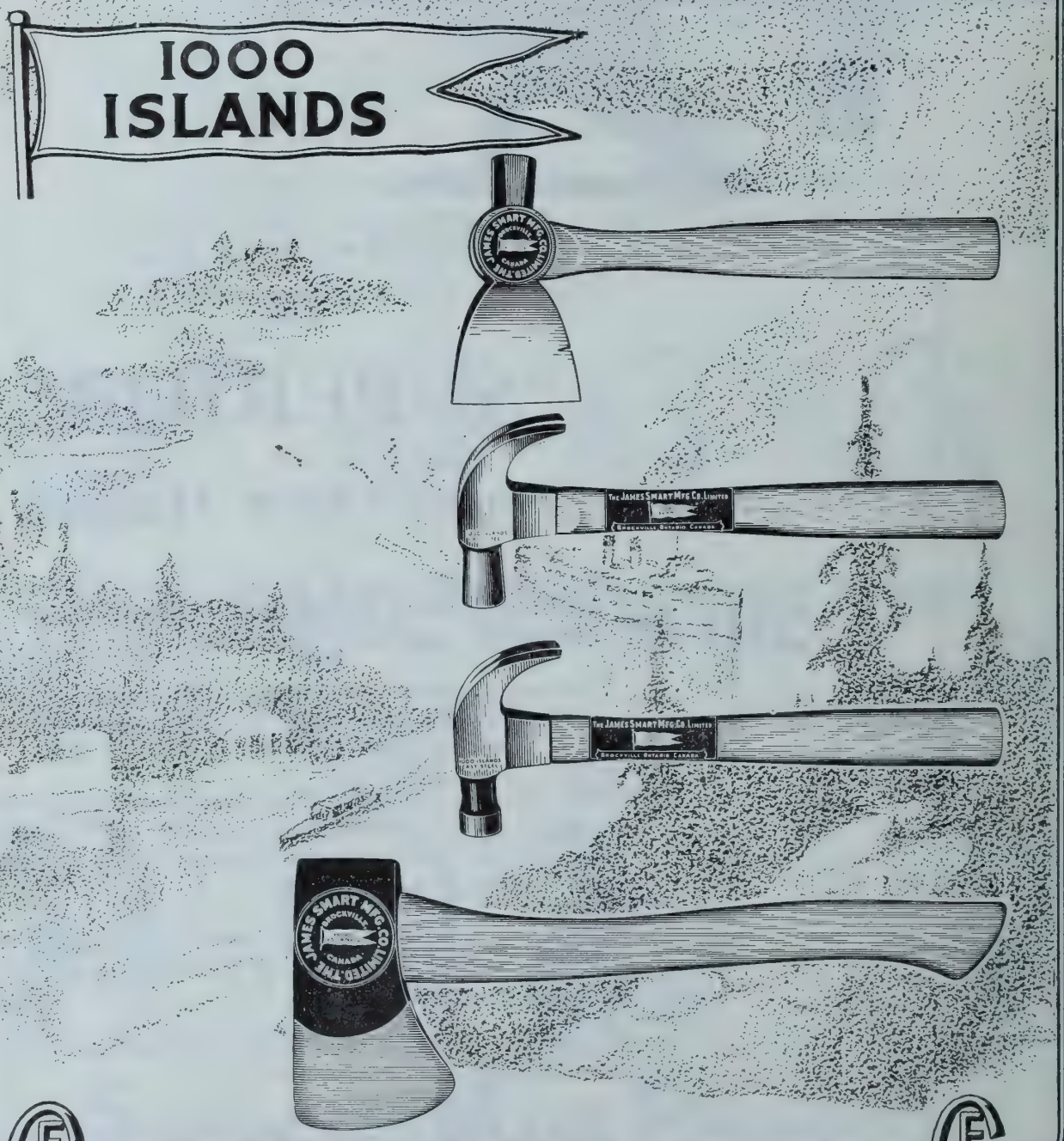
Hamilton - Canada

If interested tear out this page and place with letters to be answered.

CANADA

FOUNDRIES & FORGINGS

LIMITED



JAMES SMART PLANT, BROCKVILLE, CANADA

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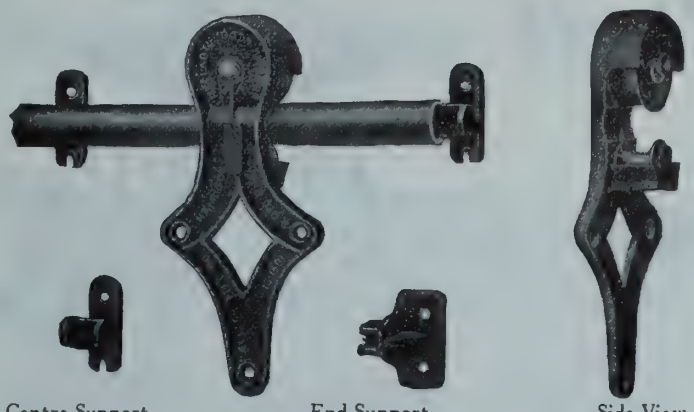

Easiest to Sell—Easiest to Erect

RELIABLE

Round Track Door Hangers

These are strong, sound, substantial hangers that can be depended on for hard wear and use. They will stand up and give satisfaction under the severe test of winter weather. Ice and snow never trouble owners of these effective hangers.

The No. 1 and No. 2 hangers are shown. These effective, "Reliable" Round Track Hangers are made of the best grade malleable iron frame, with upper and lower rollers. The upper roller has hardened steel bearings. The malleable iron frame is unbreakable and the upper and lower rollers prevent the hanger jumping the track.

Canadian-made Hardware—Ask for new Catalogue

N. Slater Company, Limited

Hamilton, Canada

Representatives:

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto
H. E. Bull, Montreal
A. T. Chambers, Vancouver

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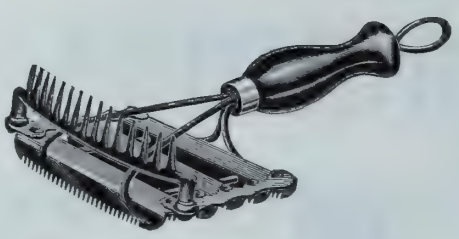

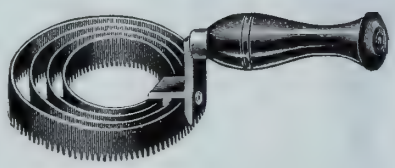

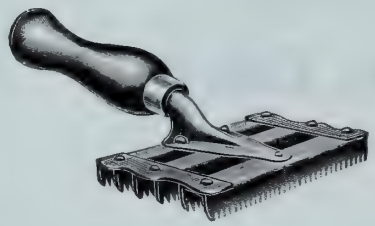

The "Perfect" Curry Combs

We make twelve varieties of Curry Combs, four of which are here illustrated. They're all made of No. 1 Grade Curry Comb steel which is a special stamping steel made for this purpose.

All wired combs are made with coppered steel wire which is rust-proof and durable. The wire extends right through the handle and forms an eye at the end making a very rigid and permanent construction.

The mane comb attachment which is on some styles is made of annealed malleable iron. This is indestructible. Combs are all finished with black Japanned handles and varnished.

The teeth are even and regular and are so made as to prevent tearing the hide.

We make two styles of cattle combs.

Curry combs are packed one dozen to the cardboard box in 12 dozen cartons.

FOR EXPORT

Cartons are specially packed in strong wooden boxes for export.

For Domestic and Export Trade.

Manufactured by

The Burrow, Stewart & Milne Co., Limited

Hamilton - Canada

Branches: TORONTO, WINNIPEG, MONTREAL

If interested tear out this page and place with letters to be answered.

Westinghouse

Trouble-Proof Washing Machine Motor

Washing Machines Driven by Westinghouse Trouble-Proof Motors are Easy to Sell

Because the housewife now recognizes that the success of an electric washing machine depends upon the reliability of the motor. When told that it is driven by a Westinghouse Trouble-Proof Motor she is satisfied that it will give her years of satisfactory service.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg. MONTREAL, 285 Beaver Hall Hill. OTTAWA, Ahearn & Soper, Ltd.
HALIFAX, 105 Hollis St. FT. WILLIAM, Cuthbertson Block. WINNIPEG 158 Portage Ave. E.
CALGARY, Canada Life Bldg. VANCOUVER, Bank of Nova Scotia Bldg. EDMONTON, 211 McLeod Bldg.

Repair Shops:

MONTREAL—113 Dagenais St. TORONTO—366 Adelaide W.
WINNIPEG—158 Portage Ave. E. VANCOUVER—1090 Mainland St. CALGARY—316 3rd Ave. E.

CANADIAN WESTINGHOUSE

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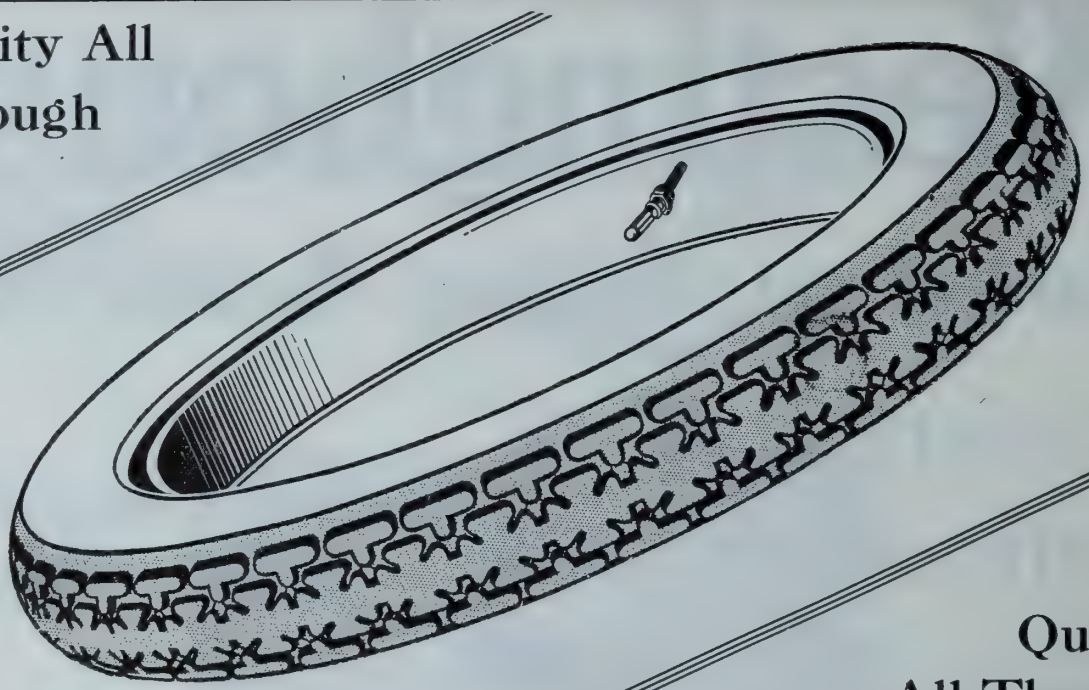
Quality All Through



Quality All Through

It's A Good Seller

Tires are universally becoming a regular stock line with the Hardware Trade. There is a good profit in Tires, and the main question with the Hardware man is, "Which Tire Shall I Tie up to?" Considering everything—saleability, and satisfaction to the customer—the safest and best reputed Tires to handle are the

"GUTTA PERCHA" TIRES

If you will look over our salesman's lines when he calls, you will see a number of good sellers besides Tires, which you ought to have in stock.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches in all Leading Canadian Cities

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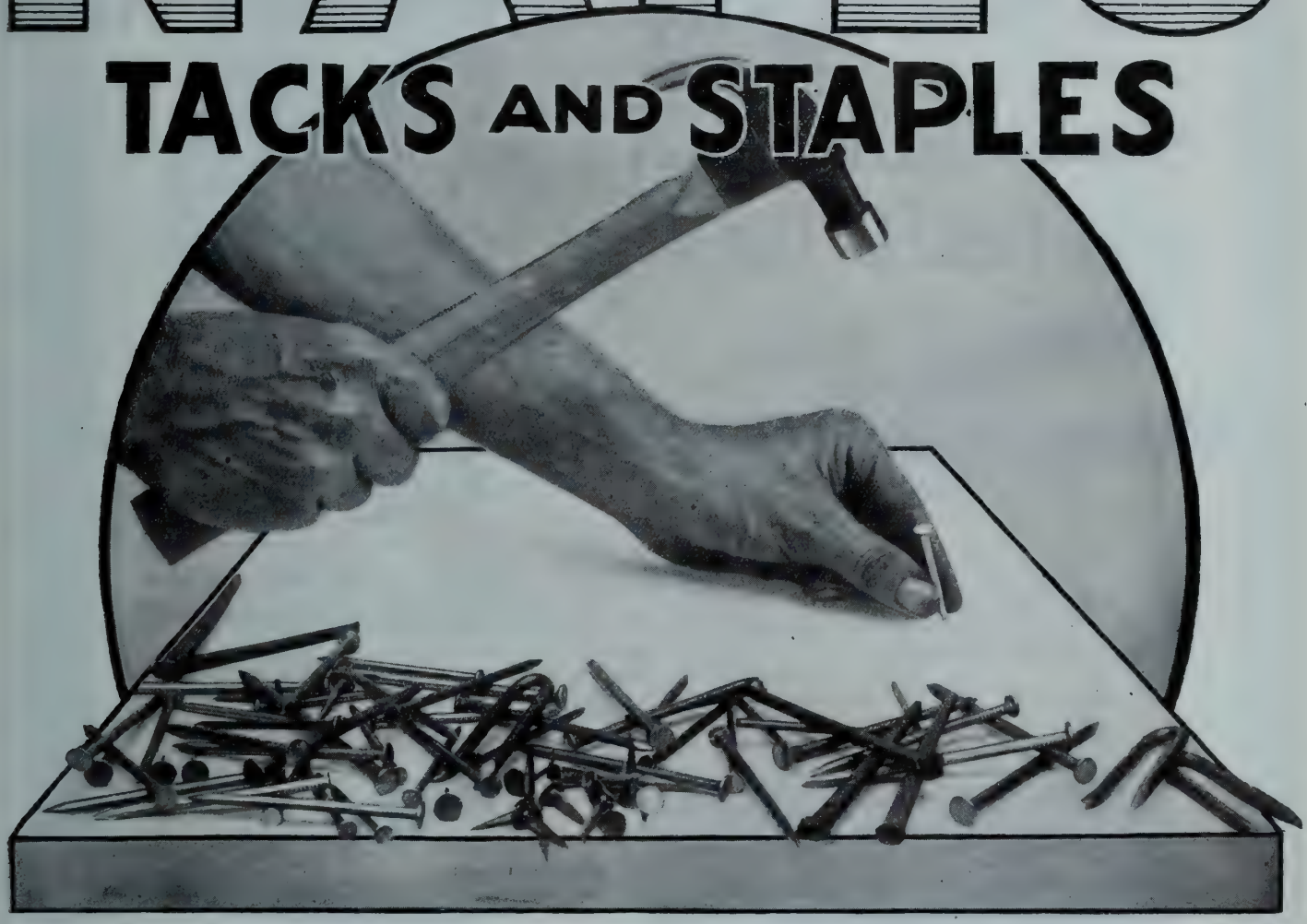
NAILS

TACKS AND STAPLES



Wire Nails and Cut Nails of every description.

Staples of all kinds—bright, coppered and galvanized.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

I-XL RAZORS

GEO. WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

Makers of High Grade Cutlery Since 1694

No. 2000

PEERLESS

The Peerless is without doubt the finest razor on the market to-day. Covering every requirement of the man who shaves himself, as well as the professional barber.

No. 1000

CONQUEROR

The Conqueror is a high grade razor, fully concaved blade, with gold etching, double shoulder and gimped tang.

No. 5000

CANUCK

The Canuck is a semi-hollow ground razor designed for the man who is not efficient in stropping.

No. 5001

IMPERIAL

The Imperial is possibly the best value in our booklet, being built for price rather than appearance.

A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

A. MACFARLANE & CO., LTD.

MONTREAL, QUE.

Sole Agents for Canada

If interested tear out this page and place with letters to be answered.

Get after your local Painter and sell him

Decorative Wall Burlaps

The painter, Mr. Hardware Merchant, is the logical buyer of Decorative Wall Burlaps in a big way. That is to say, he needs large quantities within a few weeks' or a few months' time. As a prospect, therefore, he is the man to get after. If properly cultivated he will buy.

Decorative Wall Burlaps—
The Wall Coverings Yielding Profit

By all means carry these in your paint department. Many times your customers will respond to your suggestion to cover a new wall, or an old one, with decorative wall burlap. It is easy to apply, convenient to handle, makes an excellent finish, and is not expensive.

Get this Little Sign; Place it on the Counter; Sell directly from it.

Price List and Particulars Sent Promptly on Request.

Dominion Oilcloth & Linoleum Co., Limited
Montreal

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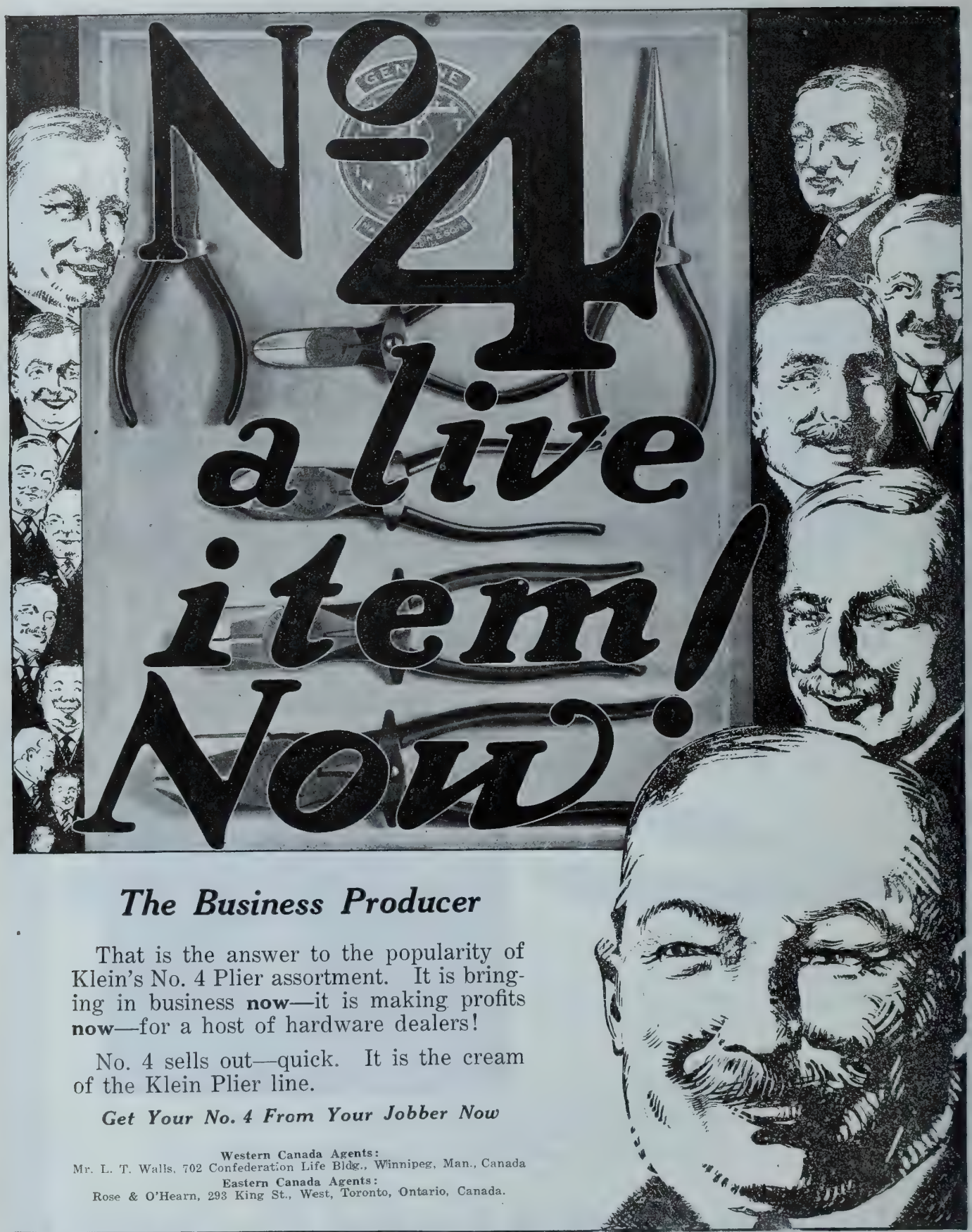


The Business Producer

That is the answer to the popularity of Klein's No. 4 Plier assortment. It is bringing in business **now**—it is making profits **now**—for a host of hardware dealers!

No. 4 sells out—quick. It is the cream of the Klein Plier line.

Get Your No. 4 From Your Jobber Now

Western Canada Agents:
Mr. L. T. Walls, 702 Confederation Life Bldg., Winnipeg, Man., Canada
Eastern Canada Agents:
Rose & O'Hearn, 293 King St., West, Toronto, Ontario, Canada.

Mathias KLEIN & Sons

Established 1857 — Chicago, Ill. U.S.A.

If interested tear out this page and place with letters to be answered.

Frost FENCE

Sell the Fence the Farmer Wants

A big slice of your farm fence trade this season is composed of farmers who must practise economy whether they want to or not.

At the same time these men—knowing the many exclusive features of Frost Fence by seeing it everywhere giving **satisfaction,** by reading our persistent advertising—**want Frost Fence.**

You can bring in this big slice of trade **this** season. Our

Prices do not stand in the way

You can easily convince these men they need wait no longer for a real fence. Frost prices are down to meet the farmers' ability to pay, at present low prices for farm products. The quality remains the same.

You can clinch the sales with such extra advantages as the famous Frost-Hold-Tight Lock and extra quality wire, drawn and annealed in our own factory specially for fence.

Sell the fence that gives extra years of service. Why not write us for quotations?

Frost Steel and Wire Co., Limited, Hamilton, Can.

Manufacturers of: Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies.
Write for Catalogue.

If interested tear out this page and place with letters to be answered.

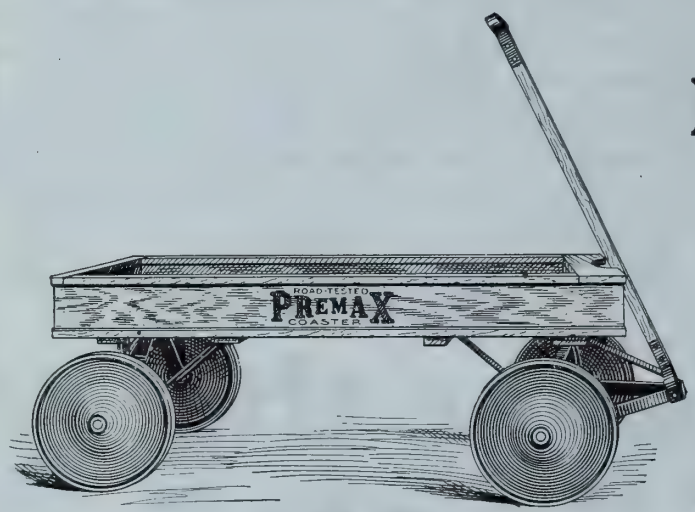
IT'S READY

The Premax Road-Tested Coaster *for* Spring Trade

New in every particular. From the all-steel bolsters, front and rear to the attractive metal name plate, no effort has been spared to make the Premax Road-Tested Coaster the best wagon you have ever sold.

Large pressed steel disc wheels of unique design. No rivets or welds to loosen. Roller bearings in all wheels contained in patented hub with ingenious detachable wheel feature.

The Premax Coaster can be delivered to you now. Ask your jobber or write for literature.



Niagara Metal Stamping Corporation

Niagara Falls, N.Y.

Division M.

Canadian Sales Representatives:

D. A. McDONALD, 141 Bannatyne Ave., Winnipeg, Man.
R. R. LABELLE, 404 de St. Valier St., Montreal, Que.

Exceptional hockey sticks made from exceptional, carefully selected elm. The shape, hand and balance are perfect, assuring satisfaction to every hockey player to whom you sell.
We also make hickory tool Handles for Axes, Picks, Sledges and small Hammers. If your jobber is sold out—write us.

Write for Copy of Price List

St. Marys Wood Specialty Company
LIMITED
St. Marys, Ontario

Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A *Maxwell* Product

Made-in-Canada

Features that make the Mono-Vac exceptional:

—Single large vacuum cup, of aluminum;

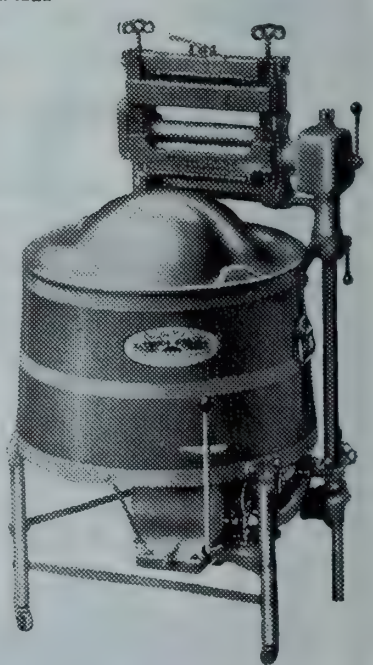
—Adjustable to size of washing;

—Heavy cypress tub holds heat, instead of radiating it as with metal;

—Driving gears under tub promote stability; all fully protected;

—Adjustable fourth leg, for uneven floors and draining off;

—Swinging, reversible, quick-release wringer.



Attractive Folders (in color) for distribution to your customers, gladly supplied on request.

MAXWELLS LIMITED
St. Marys, Ontario

A Spramotor in the Hand is worth Two in the Factory

You wouldn't find a hardwareman so neglectful as to be without a spade or rake in stock—there's too much demand for them.

Yet—there is a garden and farm implement every bit as much in demand, that some hardwaremen don't keep in stock—or don't offer to send away for for their customers—that's the

Spramotor

It isn't a SPRAMOTOR unless we made it

Every grower of fruit and vegetables has a need each year for the Spramotor. The Spramotor way is the only effective way to spray—the farmer has had that told him by his farm papers for years, and he has the word of his fellow farmer to back it.

Every farmer and gardener sprays — more and more each year are spraying the right way—the Spramotor way—and it is up to you, Mr. Hardwareman, to see that you get in on the profit of the Spramotors sold in your district.

We have an attractive agency proposition for the livest men in many districts.

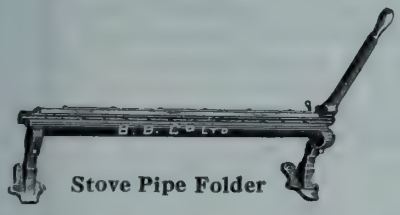
Write to-day.

Spramotor Company

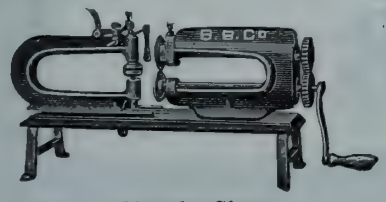
28 King St., London, Ont.

Forming Rolls

8-ft. Steel Brake



Stove Pipe Folder



Circular Shear

Time-Saving Labor-Saving

Money-Saving

B B Co Ltd.

and many other advantages for the tin-smith follow the installation of Brown-Boggs Sheet Metal Working Tools.

Look over your shop. Think over your methods. Wouldn't a saving of dollars follow the installation of the right Brown-Boggs Sheet Metal Working Machine?

The Brown, Boggs Company, Limited

HAMILTON - ONTARIO

Manufacturers of

TINSMITHS' AND HEAVY SHEET METAL WORKING MACHINERY, CANNING AND EVAPORATING MACHINERY

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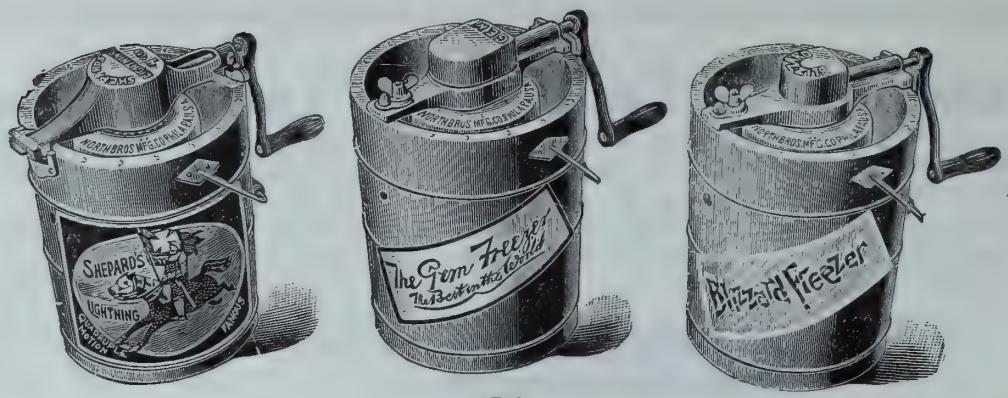

LIGHTNING GEM BLIZZARD

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

Meet The Demand With Bowser Pumps

In every locality there is a certain store which serves more gasoline and oil to customers and gets more profits than competitors. Usually Bowser Piston-Type Measuring Pumps will be found in front of those stores. That's because motorists have been learning for 35 years that Bowser Pumps give clean, power-*full* gasoline accurately and quickly.

The Bowser Centrifugal Separator positively extracts all water from gasoline before it is discharged. Clean, dry gasoline burns better, makes more power and less carbon.

By installing Bowser Gasoline and Oil Handling Equipment, you, too, will get into the class of dealers who make big profits from the motor trade.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER CO., LTD., 1668 Fraser Ave., Toronto, Ont.

Write for Illustrated Booklet

C-16

BOWSER ESTABLISHED 1885

PISTON-TYPE MEASURING PUMP

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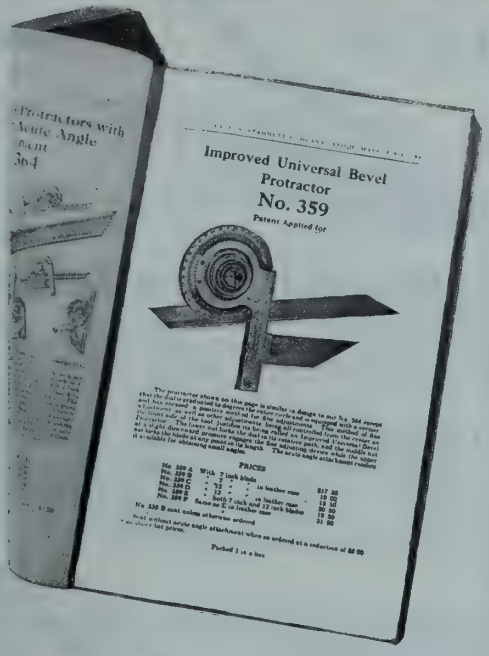
New Tools You Should Know



Improved Universal Bevel Protractor No. 359

A protractor that will interest every top-notch machinist. Graduated to degrees throughout the entire circle of its dial, equipped with a vernier and a new positive device for fine adjustment, and so arranged that all adjustments may be centrally controlled from the front side of the tool. The superior convenience and wide range of measurement afforded by this No. 359 Starrett Protractor will be much appreciated by all your customers who know and use fine precision tools. Consult your copy of the new Starrett Catalog No. 22 "MA," see page 83 for full description and illustration. If you haven't a copy handy, write for it now, and also get the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-246

Sell Starrett Tools

"Self-Fluxing"

—a feature that appeals to every class of hardware trade—

Manufacturers use Self-Fluxing solder because it speeds production—repairmen, garagemen and tinsmiths, because it is convenient, rapid and certain—householders, because it is the only solder for the layman. And all of these customers are impressed by the remarkable work it does, and therefore continue to buy—

KESTER ACID CORE WIRE SOLDER (FLUX IN POCKETS)

You, too, will like this Self-Fluxing, genuine tin-and-lead solder. First, for the same reason your customer likes it; because it will enable you to do your own work better—second, because it is easy to handle. It stocks two items in one—flux and solder. It's easy to sell; easy to *keep* sold.

Satisfaction all along the line! Why? Simply because fluxing, the hard part of soldering, has been eliminated by putting the flux in the solder. Note that the flux feeds out before the solder melts, insuring a perfect bond; no chance of faulty fluxing; soldering time cut in half!

Try it on your hardest job. If you like it, you can buy it in one pound cartons and on one, five and ten pound spools.

Auto Repairmen

Tinsmiths

Householders

Electricians

Chicago Solder Company
4225 Wrightwood Ave., Chicago

Direct Factory Representatives:
Louis J. Ziesel Co.
216 Market Street, San Francisco
The Faucette-Huston Co.
Chattanooga, Tenn.

Get a Free Sample

H. & M. 1-28-22
CHICAGO SOLDER COMPANY
4225 Wrightwood Avenue
Chicago, Illinois

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name.....

Company.....

Address.....

City..... *State*.....

Our Supply House is.....

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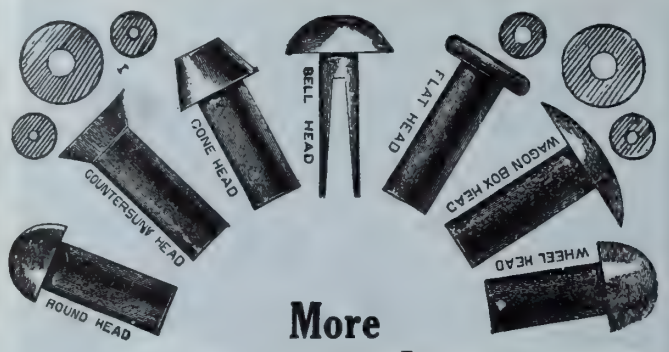


More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

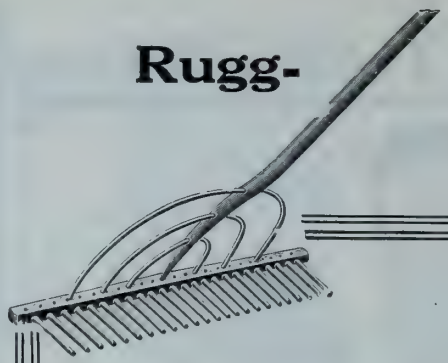
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Rugg-Ball

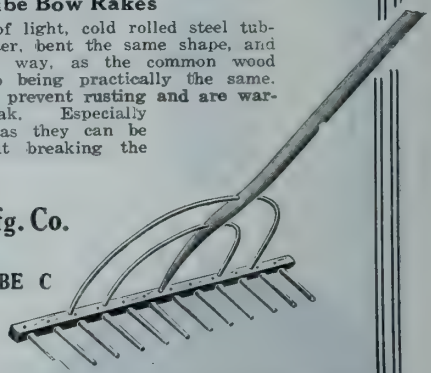


Hay and Lawn Rakes

These beautiful, well-made rakes are made of the best White Ash and Maple stock. The teeth have no shoulder; each tooth is pinned in place, which makes the lightest, strongest rake made.

Steel Tube Bow Rakes

are made with bows of light, cold rolled steel tubing ¼ inch in diameter, bent the same shape, and fastened in the same way, as the common wood bows, the weight also being practically the same. They are varnished to prevent rusting and are warranted never to break. Especially desirable for export, as they can be easily set up without breaking the bows.



RUGG-BALL Mfg. Co.
Limited
AYER'S CLIFF, QUEBEC

Order Now for Spring

GARDEN SHEARS 'BRADES'

"Cut Like Scissors"

Forged to precision from High-grade Steel.

Special Nut and Bolt, preventing working loose in use.

Fast grip handle of selected Ash, shaped to hands.

Knife-edge Blades, with hard surface and tough back.

William Hunt & Sons, The Brades, Ltd.
Birmingham, England

Representatives

Grant-Chater, Ltd. Toronto
926 Traders Bank Building

We'll Lend You Our Experience

WE HAVE acquired valuable experience in judging the lines that will sell among the almost unbelievably large quantity of lines offered in the Canadian hardware market.

We have a full appreciation of your judgment, experience and good buying—but you're busy. We know the problems and trials of the retail store.

Let us take the burden of careful, reliable, selections of well-known salable goods. Write us an outline of your wants to-day.

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

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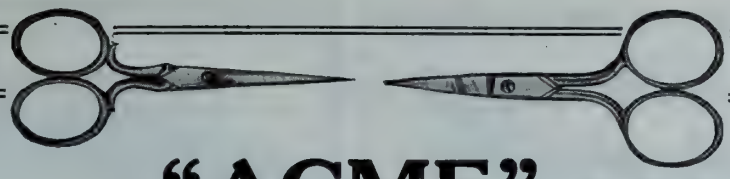


"ACME" Shears and Scissors

THEY are wanted and they sell. 35,000 pairs are produced daily. An examination of our Catalogue No. 6 will show you what's in it for you.

"Acme" Shears, Scissors and Tinner's Snips are sold at prices extremely low for the quality. Our exceptional manufacturing facilities enable us to fill orders with dispatch and satisfaction, and to quote interesting prices.

The Acme Shear Company

Bridgeport, Conn., U.S.A.

Incorporated 1882 Capital Stock, $500,000

Canadian Agent: MR. A. J. McCRAE, 23 Scott St., Toronto

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

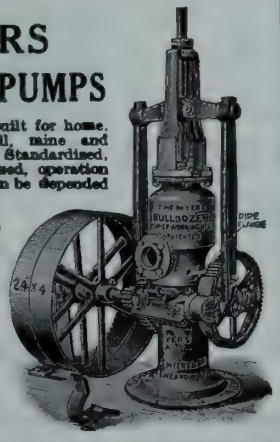
Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND, OHIO

WHY
Do You Import Bar Iron?

Our goods have a reputation in the Canadian market, thoroughly established for the last twenty years.

And compare favorably in quality with most imported brands, yet are considerably lower in price and close to hand.

You can get quicker delivery from us.

Copy of tests made by Strength of Materials Laboratory prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1⅜ x ½
Elastic Limit, per sq. in....	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Wholesale hardware men can supply **London Bar Iron**

Manufactured in Canada by

London Rolling Mill Co.

LIMITED
LONDON, CANADA

Order NOW or Drop us a line for full particulars and prices

Sales Agents, Western Canada: Bissett & Webb, Ltd., Winnipeg.

If interested tear out this page and place with letters to be answered.

Quick turnover is the secret of the easy profit-winning qualities that have made our famous five brands of files an "old standby" with so many dealers.

Are you getting your share of profitable business from these standard brands, which pass from shelf to customer without sales-effort because they are known and respected?

Specify one of these brands when ordering from your jobber:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

Good Tools —— make Better Sales

YOUR customers will appreciate the good points of Williams' Superior Drop-forged Nail Hammers, for they mean efficient service.

Their heads are hard, dense and tough. The special split and pitch of the claws give a fast, powerful draw; nails can be drawn **point** first. The tapered eye and special wedges anchor the handle permanently. Its flared grip prevents all hand-slip. Their perfect balance assures increased striking power.

One good tool sells another and Williams' Hammers–made in Canada—will help to move other lines. All patterns and sizes. Catalog on request.

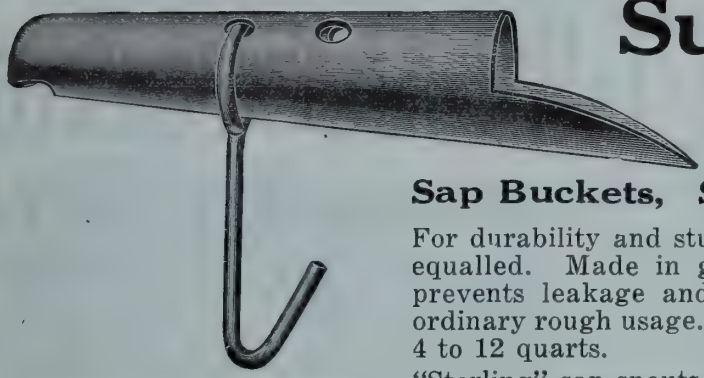
J. H. WILLIAMS & Co., Limited

"The Drop-Forging People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road St. Catharines, Ont.

If interested tear out this page and place with letters to be answered.



Sugar Makers' Supplies

Sap Buckets, Spouts, Covers, Syrup Cans

For durability and sturdy service Davidson sap buckets are unequalled. Made in galvanized or heavy tin, double seaming prevents leakage and strength of material will withstand all ordinary rough usage. In several sizes and shapes ranging from 4 to 12 quarts.

"Sterling" sap spouts of best quality open hearth steel—coated to prevent rust—non-injurious to trees.

Syrup cans—plain tin with screw tops—in round and square shapes in several sizes.

Prices and particulars on application

The Thos. Davidson Mfg. Co. Limited *ESTAB. 1860*

Head Office: **Montreal**

BRANCHES: *Toronto - Winnipeg - Calgary - Vancouver*

DAVIDSON

Plumbing Goods MORRISON

We stock:—Iron Pipe, Lead Pipe, Cast Iron Soil Pipe and Fittings, Brass Tube ⅛ to 10 inch O.D., Brass Pipe (Iron Pipe Sizes), Copper Pipe (Iron Pipe Sizes), Brass Rod (Round and Hexagon), Copper Rod, Sheet Brass, Brass Wire.

We stock:—Brass and Copper Pipe, Iron Pipe Fittings, Brass Pipe Fittings, Pipe Fitters' Tools, Stocks and Dies, Pipe Wrenches, Pipe Cutters, Pipe Vises, Etc., Etc.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

James Morrison Brass Mfg. Co.,
93-97 Adelaide St. W.,
Toronto

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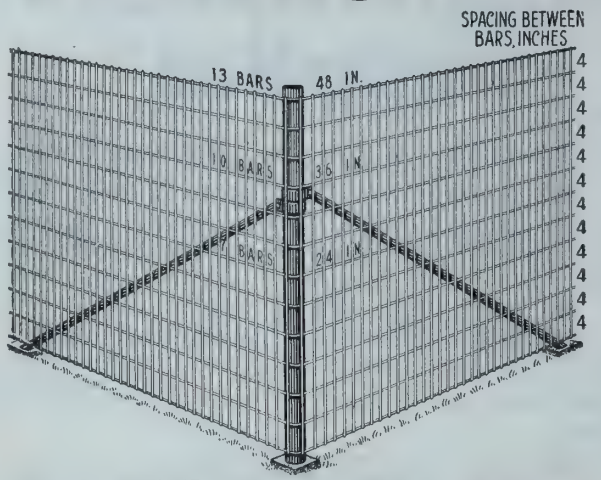
When Spring Comes



You Will Need This Fence in Stock

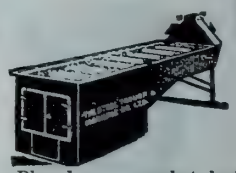
It is the best-made wire fence on the market. Electrically welded, it is unusually strong. Suitable for lawns, gardens, orchards, etc.; stall guards, grape arbors, trellises, tree and window guards, parks, tennis courts, etc.; for wire partitions in stock rooms, warehouses and factories. Get our prices and terms. Orders should be sent without delay.

A. R. LUNDY
257 King St., West, Toronto

Here's a Money Maker!
MAPLE EVAPORATOR
and
WELDED STEEL SAP PAN

This evaporator fills the popular demand for a handy, efficient, up-to-the-minute machine at a reasonable price.
It is specially made to meet the requirements of the small farmer who wishes to get all the money profits out of his maple bush without too heavy an outlay for apparatus.

Welded Sap Pan—no solder about it to melt or leak—a pair of handles on each side and heavy angle steel around top.
Standard sizes: 6″ x 24″ x 5′ ; 6″ x 36″ x 7′ ; 6″ x 24″ x 7′ ; any size to order.



Placed on market last year and proved a great success.

Write us for trade prices and further particulars regarding these two money makers — we also manufacture steel baths, tanks, sanitary closets, dairy equipment, etc.
Send list of prospective buyers and we will mail literature to them.

The Steel Trough and Machine Co., Ltd.
Tweed, Ontario, Canada

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.
All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"OilCup"

"Ratchet"

"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO., LIMITED

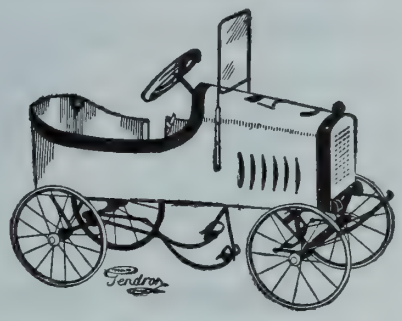
EXHIBIT

Hamilton Hardware Convention

Section No. 62
ARMOURIES

February 14th to 17th

Children's Wheel Goods
Velocipedes, Autos, Sleighs,
Wagons—Bathroom Fittings



See our representatives at the big show.

THE GENDRON MFG. CO., LTD., Toronto, Canada

Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre &

"Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

STAR HACK SAWS

Your Reputation—
What is it Worth to You?

One dealer told us recently: "Why should I stock Star Hack Saws. I can sell my customers any blade that I happen to have in stock."

"True," we said, "you can sell your trade the hack saws you recommend. But if you recommend a blade that is unknown, the customer is going to watch it critically. If it isn't quite up to the mark, he will blame you for the poor choice.

"Put your recommendation behind the Star Saws, and you have our reputation added to yours. Our 38 years of success as manufacturers added to your years of successful selling."

Star Saws are now sold direct from the factory in Middletown, New York, where they have always been manufactured.

CLEMSON BROS., Inc.
MIDDLETOWN, N.Y.
Makers since 1883

Canadian Office and Warehouse
304 Imperial Office Building, Hamilton, Ont.

Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

IN STOCK AT MONTREAL.

If interested tear out this page and place with letters to be answered.

"EVERLASTING"

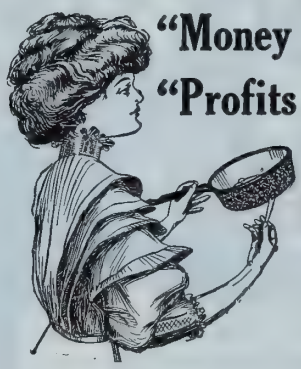
Veneer Toilet Seat—Strong, Clean, Hygienic

7- and 11-ply, air-seasoned wood veneer, held together by our special wood cement. This cement is proof against heat, cold or dampness. The veneering is distributed according to the strain and wear required of the different parts. The Everlasting Seat will never crack, warp or split.

We also manufacture five staple lines of Veneer Chair Seats, round-cornered, and durably finished in coach varnish.

Ask for our English-French-Spanish-English Catalogue.

Canadian Veneering Company, Incorporated
ACTON VALE, QUE.



"Money Saved"—
"Profits Made" from
Mendets

When we say Mendets will sell themselves, we mean that a window or counter display is all that is necessary to create sales as it is a popular choice among housewives. A reminder is all that is necessary.

As a mender for pots, pans, rubber goods etc., it has given consistent satisfaction and merchants have reaped a reward by handling it.

Collette Mfg. Company
Collingwood, Ont.
Your Jobber has them

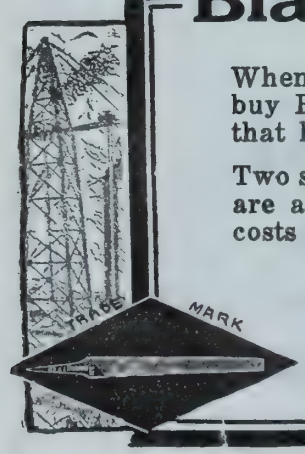
THE MOWER
This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur

Look at The Man—He's In Action!

That makes his scythe and snath effective. No snath or scythe can be useful or profitable while it is standing still. Book your snaths now to get the earliest sales. Advertise and display them so that they keep moving—only moving scythes and snaths cut a wide swath and harvest big profits. Get action.—Write your jobber.

DOMINION SNATH CO., LIMITED.
WATERVILLE, QUEBEC.

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works
G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

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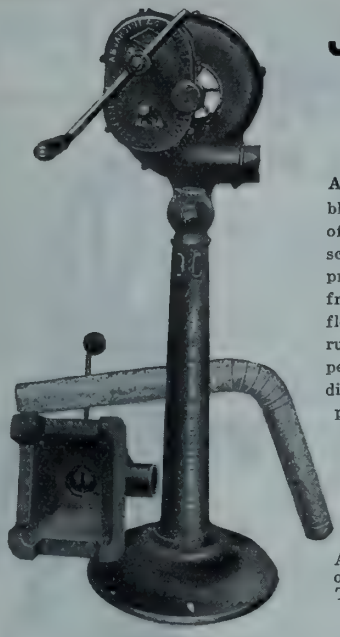
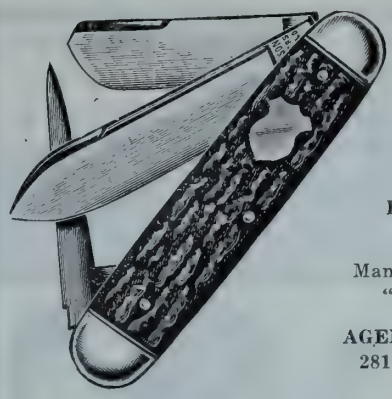


JARDINE
Pedestal Blower

A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



No. 9963

"COCK KNIFE"

Corporate Trade Mark Granted 1772

RAWSON BROTHERS
SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

AGENTS: C. C. CRAIG CO.
281 McDERMOTT AVENUE
WINNIPEG

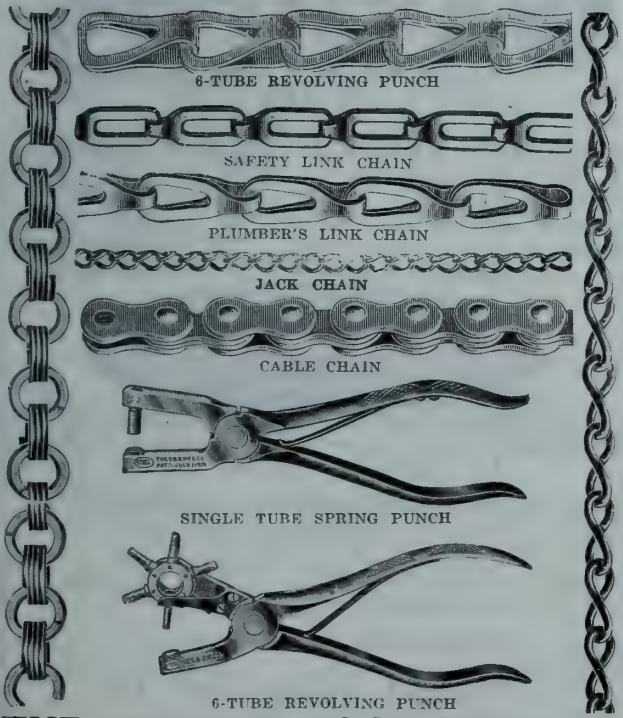
Stocks always on hand

Staple and Nail Machines
High Grade, High Speed

LOCK WASHER EQUIPMENT
of the most up-to-date kind

Sleeper Hartley, Inc.
WORCESTER, MASS.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

"MONITOR"
Coal Oil Brazing Lamp
Stoves, Blow Lamps and Furnaces

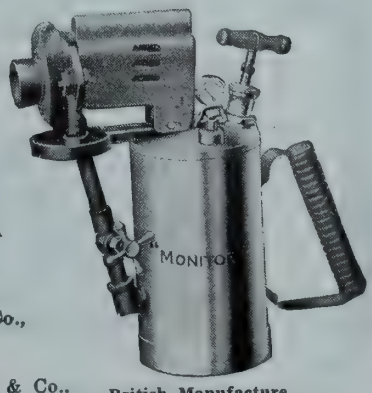
Very strongly made of Polished Brass. An efficient and powerful Lamp for Brazing, and similar operations on a big scale. Burner of improved type, giving a clean, blue flame covering a large surface. Portable and easily handled, can be used in any position with safety. Burns coal oil, 30% hotter and much cleaner than gasoline, can be used for pre-heating for oxy-welding.

The Standard Meter Company, Limited
TORONTO, CANADA

AGENTS:

Manitoba and West:
Frederic Sara & Co.,
Calgary, Alta.

Ontario and East:
A. G. & A. L. Brown & Co.,
207 St. James St.
Montreal, Que.



British Manufacture.

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BUY -and- SELL

WELLWORTH ALUMINUM

Highest Grade-- Canadian Made-- With its Aid-- Your Fortune's Laid--

Cheap, light inefficient substitutes or importations will not build up your trade. Their vogue is transient.

Invest in permanent reliable securities.

WENTWORTH MFG. CO.
Hamilton, Canada

PUMP PROFITS *from*

ONTARIO WIND ENGINE & PUMP CO. LIMITED

TORONTO PUMPS

You can meet every demand for Pumps profitably with "Toronto" Pumps because:

1. "Toronto" Pump prices are reasonable.
2. "Toronto" Pump builders have the experience of 35 years to guide them.
3. "Toronto" Pumps are built of high-grade materials — operate in an efficient, practical manner.
4. The "Toronto" Pump line is complete.

We have an especially attractive offer regarding "Toronto" Pumps. Make this a profitable pump year — prepare for Spring pump business—write us to-day.

ONTARIO WIND, ENGINE & PUMP CO. LTD.
ATLANTIC AVE., TORONTO
Montreal Winnipeg Regina Calgary

TRIMO

THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make Trimo Pipe Wrenches superior are the Spiral Spring always in place—Steel Frames that will not break—Nut Guards that protect adjustment nut—and the Inserted Jaw in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

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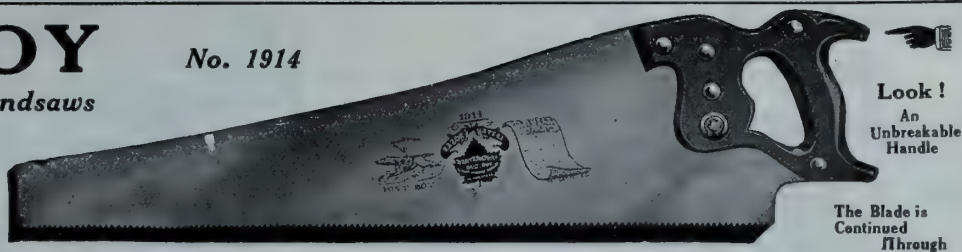
POST BOY

No. 1914

Something New in Handsaws

—Patented—



Look! An unbreakable handle. The Blade is continued Through.

Notice the design of the handle. Observe how it is attached to the blade. The handle is slit at top and bottom. The blade is so designed that it extends through the slit the entire length of the handle, and projects beyond the point at the horns, protecting the handle from damage.

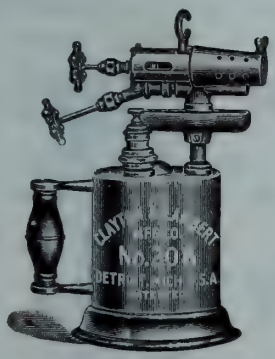
Advantages:
Unbreakable handle.
Perfect balance.
The "right hang."
Comfortable grip.

The Blade:
Made of Jessop's highest grade steel; taper ground; tempered by our secret process; highly polished.

The Handle:
Mahogany finished and fastened with three screws at top and two below, located at scientifically correct points.

Manufactured by

Shurly Dietrich Co., Limited, Galt, Ontario



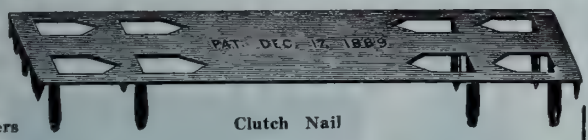
No. 208 Torch
List Price Each $17 00. Ask for Discount

Double Needle Torches Do Double Work

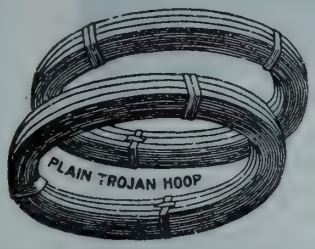
because the Burners have Improved Generators that superheat the gas before entering the combustion chamber, securing a much higher degree of heat with great economy of time in doing the work and saving of fuel. They will outlast two ordinary Burners. Needles are blunt and overcome 60 per cent. of all Burner trouble caused by the old style Sharp Pointed Needle. Upper Needle cleans, lower Needle Regulates. A time and money saver. Jobbers supply at factory prices. Get a catalogue.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave.,
DETROIT, Mich., U. S. A.

Lead Seals
Wire Tag Fasteners



Clutch Nail



Wire Box Strapping Tools and Material

De Haven
BOX
STRAPPING

Plain, Embossed, Galvanized

Metal Specialties.
for the Shipping Department

J. N. WARMINTON & CO.
Montreal, P. Q.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Subscription price of HARDWARE and METAL is $4.00 per year or less than eight cents per issue.

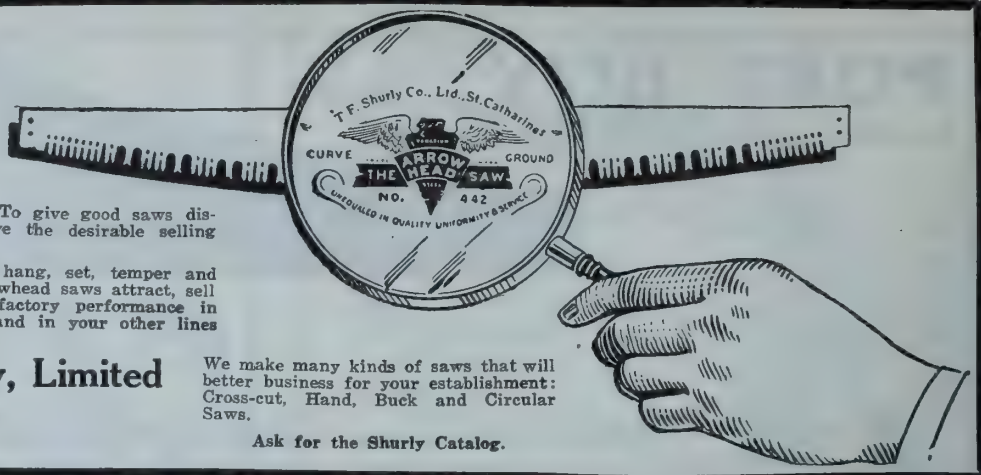
If interested tear out this page and place with letters to be answered.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

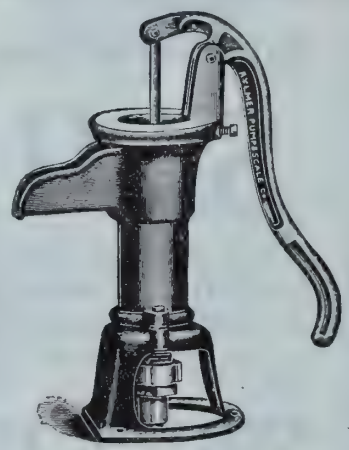
PUMPS
For All Purposes

Force, Lift, Cistern and Windmill Pumps.

Pump Jacks, Cylinders, etc.

Write for catalogue.

Immediate Delivery



AYLMER PUMP & SCALE CO.
AYLMER, ONTARIO

Now is the time to sell the common sense

BANNER ASH SIFTERS

Order all metal green-enamelled double life fly screens now. No doubt the coming screen

All Metal Fly Screens

Mfg. by The Burrowes Mfg. Co.
TORONTO, ONT.

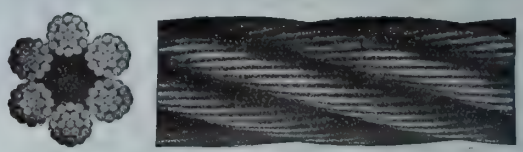
HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.
Regina, Sask. Peterboro, Ont.
Established 1870

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Maple Leaf Stitched Cotton Belting Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

HOYT METALS

SELL YOUR SHARE

Engineers in charge of valuable machinery, and responsible for steady production, know the value of Hoyt Metals wherever speed and fast work are necessary. There are many prospects in your town, where you can introduce Hoyt Metals, assured of consumer satisfaction and new business for yourself.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

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We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

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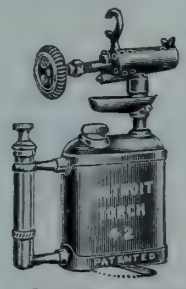

In design and construction it is the best torch of this type on the market to-day.

Detroit Torch

Takes Little Space

Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on bottom of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

Detroit Torch & Mfg. Co.

Detroit, Michigan

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Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.

Limited

Galt - Canada

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Combination No. 200

A Proven Record For Good Sales

This handy combination is well made of first-class materials. It consists of ratchet for taper shank, twist drills, sleeve for square shank drills, and short boiler socket for square shank drills. The sockets are interchangeable. The working parts are all enclosed, preventing dust and grit from clogging the mechanism.

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

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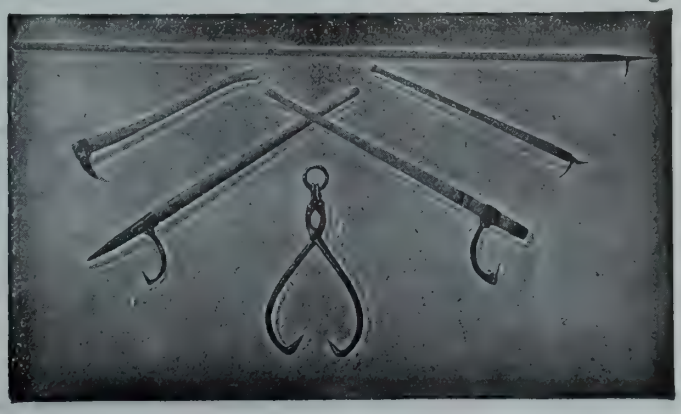
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



ORDERS

IS the machinery you have been using for the past 3 or 4 years to get orders—is it getting rusty?

Are you satisfied you have the harmony in your organization that you should have?

Do you feel that your salesmen are fighting every inch of the way for business and as happy in their work as you would like to see them?

Is there the proper co-operative fighting spirit?

The Fault May be Yours?

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HARDWARE & METAL

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The K-T Cobbler Set is designed with sufficient strength in the proper place to do the heaviest repairing. It weighs 12 lbs. If one breaks in service we will replace it.
It is made in Canada, with Canadian money by Canadian workmen.

The Katie Foundry, Galt, Ontario

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

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CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL.

LAIDLAW'S WIRE BOYS

Their Chat No. 15

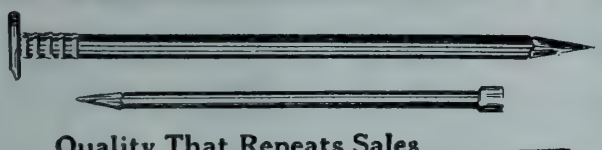
"Here's a great one for our Service"

"Just got a phone message from D— in Toronto telling me to not let the factory go ahead with that new lot of wire which his customer complained of. He, the customer, says that there was only a very small piece which was a trifle out and was sorry he had kicked. However, W. N., the Laidlaw service was already in action and had the new lot under way.

"The Laidlaw policy is **'Please the customer first.'** That's why we have little or no trouble holding our customers."

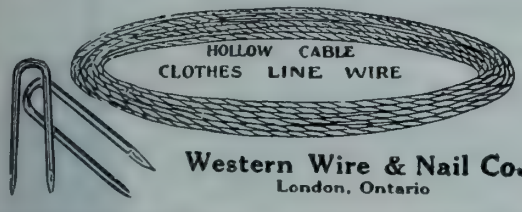
Laidlaw Bale-Tie Co. Ltd.

Hamilton, Canada



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

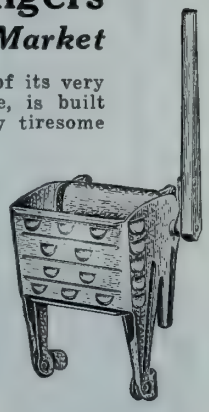


Western Wire & Nail Co.
London, Ontario

White Mop Wringers

Quick Turnover - Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada.**



White Mop Wringer Co.
OF CANADA
Factory: Paris, Ont.
Office: Fultonville, N. Y.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Willow Clothes Baskets

Walter Woods Limited

Hamilton Winnipeg

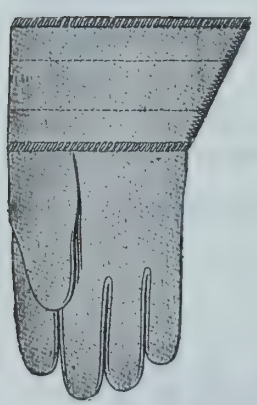
Tapatco Stapling Device for attaching hooks (Patented in U. S., Dec. 1, 1914; patented in Canada, April 6, 1915.) Gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.

TAPATCO
REGISTERED TRADE MARK
BRAND
COLLAR PADS

Real Protection for the Horse

It pays horse owners to invest in Tapatco Horse Collar Pads because these effective pads pay for themselves many times over in the saving of expense for disabled horses.

It costs far less to buy Tapatco Horse Collar Pads than to pay for lost time and veterinary charges.



Tapatco Brand Work Gloves

Work gloves that have been proven by the most satisfactory and practical tests—time and actual use. They give more wear per dollar.

Tapatco Gloves are made of selected cantons in Gauntlet, Knit Wrist and Band Top styles. They are supplied in Heavy, Medium or Light Weight; also, Leather Tip, and Leather Faced Jersey Gloves and Mitts in Tan, Slate or Oxford.

The American Pad & Textile Co.

Chatham - Ontario

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. JANUARY 28, 1922 No. 4

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The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.
Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. L. Southall, Managing Editor.
B. C. Culley, Associate Editor.
W. C. Dover, Associate Editor.
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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

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SINCE 1868

Announcing a New Finish for Millers Falls Tools

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Length, 17½ inches

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The new finish adds wonderfully to the physical appearance of the tools and makes them a better selling proposition than ever before. It protects and prolongs the life of the tools—tools already remarkable for their long life and durability.

WE feel sure this new Millers Falls finish will be greeted with enthusiasm by everybody who in any way is concerned with the sale or use of Millers Falls tools. Your customers will see in it greater usefulness, longer life, more impressive value. They will turn with greater interest to the Millers Falls Tools displayed in your store, because of the attention-compelling value of our new finish.

Millers Falls Hand Drill No. 2—the finest hand drill made. Used by skilled workmen all over the world. Finished throughout in the new Millers Falls Finish.

Length, 14½ inches

Our good friends, the dealer and the jobber, will see in it greater display value, faster turn-over, quicker and more frequent profits.

MILLERS FALLS COMPANY · MILLERS FALLS, MASS.

Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools

Canadian Sales Agents, ADCOCK & BREWER, Ltd., 222 St. James Street, Montreal, Que.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV JANUARY 28, 1922 No. 4

Changes Suggested in Sales Taxation

Wholesale Hardware Merchants Want Manufacturers to Alter Method of Charging sales Tax on Invoices to Protect them Against Loss—Where Resale Prices Are Standard This May Mean the Absorption by the Retailer of the Whole 3 Per Cent. Tax

A CONSIDERABLE division of opinion seems to exist as made apparent by recent efforts of certain branches of the hardware trade to alter the present basis of charging sales tax on the invoicing of goods from manufacturer to wholesaler, to retailer. At a recent meeting of the Canadian Wholesale Hardware Association a discussion took place on this subject and it was apparent that where manufacturers fix the resale prices, the wholesaler is in many cases unable to obtain any reimbursement of the 1½ per cent. sales tax charged him by the manufacturer. He invoices the goods and charges the retailer 1½ per cent., which he collects and pays to the government, but he does not get any repayment of the 1½ per cent. tax which he pays the manufacturer, and even where the manufacturer does not fix any resale price the sales tax is almost invariably omitted in making up cost. A loss to wholesalers follows such practice and Hardware and Metal was advised that one hardware wholesaler lost in the neighborhood of $12,000 last year in this way. Any alteration of this plan with the idea of protecting the wholesaler against loss through absorbing the tax on goods on which the resale price is fixed, will affect the retailer as he will then either have to absorb the whole amount of the sales tax of 3 per cent. or else alter the fixed resale price of the article. At present in many cases hardware merchants are absorbing the 1½ per cent. tax on fixed price lines.

The Canadian Wholesale Hardware Association is asking that all manufacturers include in the price of the goods the sales tax, showing the same on the invoice as follows:

"This price includes Sales Tax of 1½ per cent., amounting to $———."

Plan Agreeable to Government

A meeting with the manufacturers brought out the fact that the latter were agreeable to the plan provided the Government would make a ruling on the matter, it being assumed that it was the government's intention that the salestax should be passed on to the consumer. A letter from R. R. Farrow, Commissioner of Customs and Excise, pointed out that the Department of Customs and Inland Revenue had no authority to sanction the request but indicated that no objection could properly be taken to the proposition where-by the wholesaler is invoiced by the manufacturer at a price inclusive of Sales Tax provided that a statement appears as a separate item on the face of the invoice showing the amount of tax collectible on the sale represented by the invoice. (As per suggestion).

Certain manufacturers have agreed to allow an extra discount of 1½ per cent. to wholesalers to reimburse them for the amount which they are called upon to pay. Certain other manufacturers are inclined to refrain from any declaration of policy until the new government has announced its plans in connection with taxation. In other cases price lists now in use make difficult the adoption of the suggested plan, but promises have been made that when new lists are being issued the plan will be incorporated of including the 1½ per cent. tax in the price quoted. A stove manufacturer thinks there will be some confusion in cases where certain lines are being sold where discount applies, owing to the fact that it would be difficult to show the discount on the invoice and then include the sales tax in the total. He points out that if it is satisfactory to just show the net price with the sales tax included this plan will be followed. Another manufacturer draws attention to the fact that it was the government's intention that the sales tax should be levied without pyramiding same and that the consumer was expected to pay the whole 3 per cent. which would not be achieved by the plan outlined. Another firm draws attention to the fact that the suggested change would provide opportunities for misunderstandings of customers and an inducement for salesmen to make use of same to the detriment of the friendly feelings of manufacturers.

WHAT IS YOUR EXPERIENCE?

Certain cases have come to the notice of Hardware and Metal where retail hardware merchants have found it necessary to bear the cost of the sales taxation passed on by manufacturers and wholesalers, especially where resale prices are more or less generally standardized. The action now suggested, as outlined on this page, may alter somewhat this phase of the situation from the retailers' standpoint.

In order to uphold the retailers' position Hardware and Metal wants evidence of how the present system of charging Sales Tax is working out. Your complaints or suggestions are wanted.

Drop a line to The Editor who will be glad to have your views on this subject.

Doesn't Want to Raise Price to Dealer

A saw manufacturer who is unwilling to adopt the suggestion points out that prices on this firm's lines are all fixed and published and it would be quite a complicated matter to try to protect the wholesaler on the 1½ per cent. tax by raising the price to the dealer.

A tool manufacturer points out that it would not be practicable to change the sales tax to the wholesaler from the present practice to the one suggested because it would be necessary to include the tax in each item of an invoice which, it is pointed out,

would not be practicable and would be very confusing.

An Eastern manufacturer of hardware points out that from January 1 this firm has been absorbing the sales tax. They state that this tax should have been absorbed by manufacturers since its enforcement so as not to confuse matters.

A manufacturer of refrigerators, screen doors, etc., states that unless the law governing sales tax is changed in the meantime, when making new price lists this firm will act on the suggestion outlined. This not having been done on the last price lists which were for the spring booking, it was impossible to act on the plan in invoicing these goods and they will be invoiced after the manner on which the prices were based.

Need Revision

Dealing further with taxation matters this firm states, "We think some strong action should be made towards having Sales Tax regulations remodelled and remedied. As they stand now they are a perfect nuisance; some goods subject to one tax, some another, some none at all and the option of absorbing part of same or not leads to all kinds of confusion, and is a handicap and a drawback to legitimate business. The sooner we get some clear concise method of applying this tax the better for all. We think the quicker manufacturers, wholesalers and retailers get together and try and work out a suitable solution of this problem and present it to the Government, the better it will be."

A manufacturer of polishes, etc., points out that from January 1 the Sales Tax of 1½ per cent. has been absorbed in its manufactured cost and not passed on to the wholesaler. This firm's invoices will bear the suggested statement concerning the amount of the sales tax included in the price quoted.

Complications

A manufacturer of silverware points out that inasmuch as business is done with many other classes of trade than the hardware, they could hardly make up price lists to meet the peculiar requirements suggested. They advise that consideration will be given any suggestions from customers as to the way they wish to be invoiced. "We cannot help but feel," they continue, "that this would be rather awkward and possibly costly to the jobber as the sum total of the odd cents on individual items which we should be obliged to charge them would undoubtedly total up to more than the flat 1½ per cent. sales tax on the total."

A woodenware manufacturer points out that recently wholesalers asked for an increase in the margin on their lines in order to pay for the sales tax. This was granted at the time and the firm state that the present suggestion would mean a further spread between the wholesalers' price and the trade price and they do not consider it justified.

A manufacturer of interior decorative finishes points out that the change could not be made without much expense to the manufacturer through the necessity of employing additional billing clerks. "If we were to make a new price list to include the Sales Tax in round numbers we would be inclined to add the fraction which would decrease the jobber's margin," he says.

A manufacturer of electrical equipment states: "We do not believe such action on our part is warranted as we have the retail price established on our equipment which is sold through jobbers and it is not feasible for us to reduce our discounts to them to allow the amount of the sales tax in our prices to them. Our methods are well established and we have no difficulty or complaints."

Hydro Shop Not Opposed if Treated Same as a Private Dealer

A number of merchants in Stratford, Ont., who handle electrical goods recently addressed the following letter to the editor of the local newspaper concerning the competition of a Hydro-Electric shop:.

Sir.—A big question, perhaps the biggest in the present municipal election, is the question of the establishment of a Hydro-Electric Shop in Stratford. Many wild statements have been made and the electrical dealers of Stratford wish to make their side plain to the citizens.

In the first place, we the undersigned dealers do not object to the competition of a Hydro Shop working on a self-sustaining basis. We are all interested in extending the use of the electric power and realize that the Hydro Commission has a large surplus of power to place. But we do object, and rightly, to a policy of using the money of all the citizens, ourselves included, to sell electrical appliances below the cost of handling them and so taking the business away from us. If the Hydro Shop purposes to retail electrical appliances at a price which will allow for the necessary cost of doing business, if it does business on a self-sustaining basis, in other words, we welcome it.

Since the bringing of the Hydro power to Stratford, the electrical dealers have installed hundreds of electrical ranges, washing machines and other appliances; have wired the great majority of the houses in Stratford and have furnished the necessary equipment to many manufacturers. In all these twelve years, we know of no case where a definite complaint of overcharging has been made.

Now the Hydro cannot buy from the manufacturer any cheaper than the regular dealer. If, then, a charge is made to cover the absolutely necessary cost of handling the goods, the Hydro Shop will be in the same position as any private dealer and we have absolutely no objection to such competition.

In conclusion we would like to point out that we dealers have been at least as good citizens of Stratford as any other body of men, that we have been heavy tax payers and have provided employment to many clerks and electricians. All we ask is a fair deal.

How Welsh Mills Got Canadian Plate Business

IN AN interview of Hardware and Metal with H. M. Trade Commissioner, Toronto, it was pointed out that a great improvement is observable in the British tinplate trade and it is estimated that the present output is about 75 per cent of the normal pre-war capacity. The number of mills now in operation is said to be sufficient to absorb all the available labor and quite a number of works have enough orders to last them for a few months. Buyers are showing much greater confidence in the market and a feature of the last few weeks has been the number of option contracts placed by merchant firms for forward deliveries.

It is thought very gratifying to record as evidence of the improved position of Welsh tinplate makers that they were recently able to secure, in the face of American competition, an order for 150,000 boxes of tinplates for the British Columbia packing industry. Their success was in no small measure due to the low freight rates now ruling direct from Swansea to Vancouver, which show the advantage of co-operation between producers and transport undertakings. The British Columbia market has practically been a preserve of the U.S. tinplate manufacturers for the last ten years.

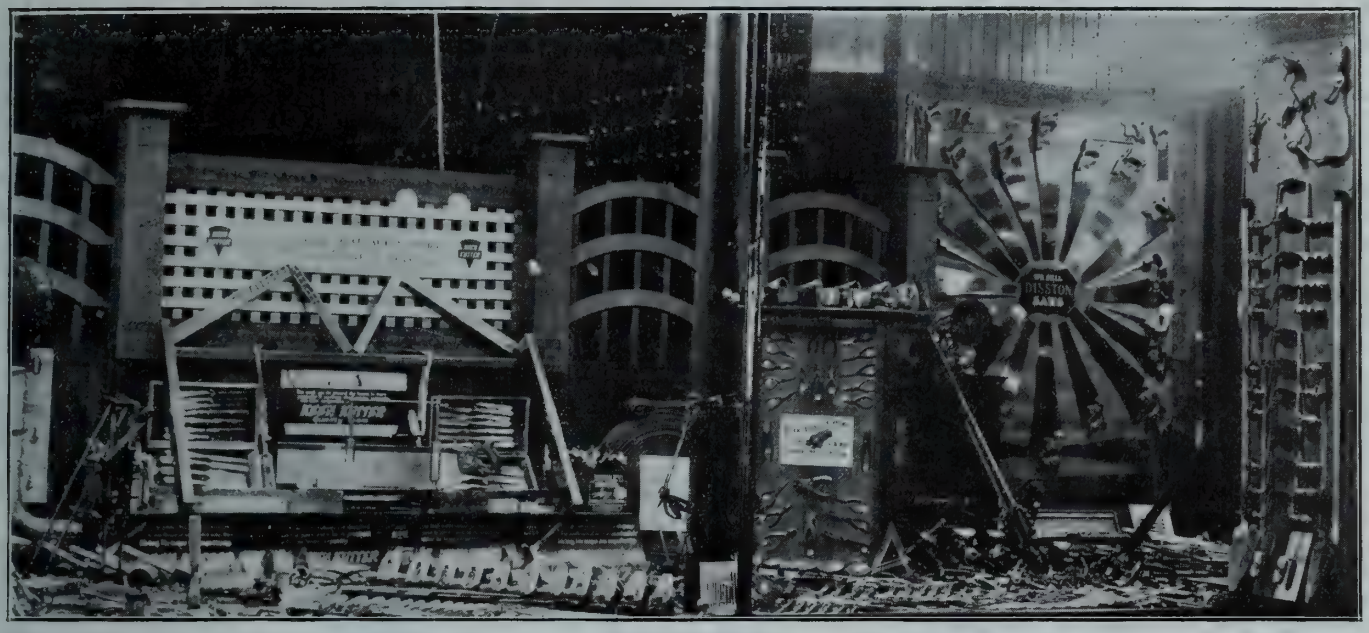
Stainless Iron

Referring to developments regarding stainless iron, it was pointed out that experiments have for some time past been conducted with the object of producing material possessing the rust and stain resisting properties of stainless steel, but so ductile that it can be employed for purposes for which stainless steel by reason of its hardness is unsuitable, especially for cold working in articles of intricate shapes, and for articles where, although they may lend themselves to manufacture in stainless

(Continued on page 64)

Modern Equipment Helps Tool Sales

Hardware Merchant Finds Attractive Wall and Floor Fixtures Give Customer More Confidence in the Store and the Merchandise Besides Attracting Many New Customers—Tools Given Prominence—Bringing Business From Outlying Districts



The hardware merchant whose store is illustrated herewith is a firm believer in the necessity of using up-to-date store fixtures to display his stock. Particularly valuable has he found it in connection with the display of tools. It will be noted that an extensive range of hammers, saws, hatchets and workmen's tools such as trowels, planes, etc. Supplementing the fixtures a modern glass showcase contains an attractive display of smaller lines required by the tradesman and mechanic. Such equipment not only assists in effective display but it lends a tone to the business which gives the customer confidence in the quality of the goods which he buys. The tool department in this store is right up at the front near the door. Frequent displays such as the above are used.

MONTREAL.—A visit among the hardware merchants in the province of Quebec causes one to wonder just how prominent a part mechanics' tools play in their daily turnovers. In cities, towns, and even in the smaller centres these tools are displayed extensively in store windows. In most cases, on entering the store, one is confronted with a display representative of the window trim. Stocks are usually of a large and varied character, showing that tools of many descriptions, and for all classes of mechanics, are carried. The stock too is generally kept well to the front of the store and in many cases constitutes the most attractive display in the establishment.

Upon investigation it will be found that the average merchant does not consider this line one of the most important that he carries. Dealers who spend time and money on window trims, many forming a display that is more or less permanent for the background, claim almost without exception that the outlay is well spent. They also state that the business they now enjoy in tools is, for the most part, because this attention is given.

Builders' hardware, which can be termed an allied line, is worked to success in conjunction with tools. It is not unusual to see one window devoted to tools, and the other to builders' hardware, or if space will not permit together in one display, periodically shown in almost all months of the years. Even in the past year when building has not been carried on as extensively as was hoped for, especially in the earlier months, merchants never ceased displaying these lines to the public, and from information given, many stores enjoyed a good year in the necessities of the builder and mechanic.

Codere & Fils, Limited, Sherbrooke, Que., have in use four silent salesmen on the floor and a large wall case for their display. Tools, from the small nail set to the cross-cut saw are behind glass, the large wall case at the rear having large sliding glass doors. One of the silent salesmen carries the larger tools, such as planes, breast drills and mitre boxes, the glass shelves not being in use because of the height necessary for the display. Two other cases show tools of a smaller and flatter nature, consisting of pliers, wrenches, chisels and the many other lines in this class. The glass shelves are used to further the display in this case. The smallest one shows the smaller line of tools, nail sets, punches, files, reamers, pointers, etc., etc. The wall case displays hammers, hand saws, planes, cross-cut saws and tools that can be shown to better advantage in a case of this kind.

The department itself is situated just inside the front door, and Mr. Coderre is convinced this is responsible for a good many of the sales made. Sherbrooke, like all other towns, did not have an active year in building, but the turnover in the tool department was encouraging.

Apart from the window and store displays, S. Bourgeouis & Co., St. Hyacinthe, increases his sales among contractors and builders by working from the outside. This is carried out with equal success in the sales of both tools and builders' supplies. In 1921, notwithstanding the quiet period in building, sales can be favorably compared with previous years. Close track is kept of all buildings at the early stage of construction, or even before the excavation is commenced, and the parties interested are solicited. Two or three times a week visits are paid to buildings being erected when at least an invitation can be given to visit the store if there is no business forthcoming at the moment.

Arguments For Rural Merchants

Hardware Prices Show Up Favorably When Compared With Field Crops—In Last Two Years the Decline on Hardware Has Been in Greater Proportion Than on Farm Produce

THE FOLLOWING outline of arguments for rural hardware merchants in connection with a comparison of the trend of hardware and farm produce prices, should be read in conjunction with the chart which appeared on page 35 of the January 7 issue of Hardware and Metal. The following explanation reveals some important arguments which might be overlooked from a casual survey of the chart.

The comparative values of all these crops for the five year period, 1909-13 inclusive, represent an average price level to which the index figure of 100 is applied. The Government reports indicate that farm produce quotations commenced their ascension in the year 1914; an important factor which seems to have been overlooked in many instances.

Referring to the chart, it is noted that for six years,—1914-19 inclusive—the compound values of farm produce show a greater degree of inflation than the average cost of hardware. This is the period which is commonly referred to as the years when prices reached the peak in many trades and branches of commerce. It is particularly true of field crop prices, but it is not applicable to hardware as a unit. All price tables representing hardware lines indicate that quotations attained their zenith in 1920, and therefore more fully reflect the results of war-time advances. During 1920 and also 1921, farm produce prices have been a little nearer the pre-war standards than have hardware values. But this situation has only been evident during the last two years, whereas the positions were reversed for the six years prior to 1920, thus on the average placing hardware as a whole in the most favorable light.

Bigger Drop in Hardware

Going back to earlier days and compiling an average standard over the last twelve years, reveals further interesting data. All the seasons listed on the chart referred to, indicate an average of 123.5 on field crops; whereas the hardware average over the same period is only 116.6. Another method of illustration of these comparative values is to give hardware quotations the index figure of 100. In this case, the average field crop prices over the same period of years reaches 106. And if figured out on a percentage basis it then shows hardware levels to be only 94½ per cent. of the average farm produce costs. There has also been a bigger drop in comparison on hardware commodities during the past year. Having attained the peak in 1920, compared with the field crop pinnacle of 1919, hardware prices had a much further decline to negotiate.

The fact that both field crops and hardware goods are now generally found on fairly equal levels, is yet another indication of the substantial recessions made in hardware prices during 1921. The column representing field crop averages for the last year have been estimated from market reports covering these various products compared with the unit base of 1909-13. The official government figures are not yet available, but the method of computation shows very little variation. One important factor in any price chart of this nature is the difficulty of obtaining true values of both raw materials and finished products at the same time. The fluctuations do not occur simultaneously, for the rising cost of the raw goods is only reflected in prices on the manufactured article, when the circle of stocks, distribution and markets has been repeatedly readjusted.

Other Primary Materials Equal Farm Produce

Field crops are therefore in a similar class as raw materials. There is a minor proportion of labor in securing the products to be taken into account, but in considering hardware prices, transportation rates, labor charges—especially the latter—overhead and distribution costs, all tend to show a higher current price level on the manufactured hardware goods than would otherwise be apparent. The average cost of farm produce may show a greater ratio of decline when raw materials are considered. The spread between the cost of the raw product and the prevailing quotation on the finished articles is generally admitted to be largely composed of high labor charges and other incidental production expenses. If the raw materials in the steel industry—which form the basis of numerous manufactured hardware lines—are tabulated directly with farm products, the comparison would be very favorable because such materials have been well liquidated, and not only individually but also collectively are now well back to the standards of former years. Such vital cost elements as freight rates, and labor, however, are still substantially above their pre-war indexes, and it is these contributing factors which tend to elevate the present average hardware quotations.

ROOFING FACTORY FOR OTTAWA

The Hamilton Tar Products Company, of Hamilton, is locating a branch factory to take care of Eastern Canada business, at Ottawa, according to a recent announcement. A site has been obtained on the old incinerator property, Lee avenue, with adequate railway facilities. About $50,000 will be spent on new buildings, in which will be manufactured an extensive line of tar products, including pitch and road materials, tar and felt paper, etc.

HARDWARE ASSOCIATION ADOPTS CODE OF BUSINESS ETHICS

The Congress of the National Retail Hardware Association approves of the adoption of a Code of Business Ethics to guide transactions within the commercial sphere of its members, the following specific principles reflecting the attitude of this body:—

"It is not within the wholesaler's function to quote prices to consumers. All sales to consumers should be made through the legitimate retail merchant.

"Hardware jobbers should not sell to merchants not engaged in the retail hardware business, merchandise not intended for regular resale purposes.

"Price reductions by manufacturers should be promptly passed to the retail merchant and by him to the public.

"Cash discounts should be taken only within the specified time.

"Bills should be paid promptly according to specified terms. In no case is the retail merchant justified in delaying his remittance for a longer period, except by special agreement, in which case he should be willing to pay a legitimate interest charge for the accommodation.

"Merchandise shipped on regular order should not be returned without permission from the seller. Such permission should not be requested after the lapse of a reasonable period, and in no case should such return shipment be made 'freight collect.'

"The retailer should accept railroad responsibility for goods delivered by the shipper to the railroad in good order. Deductions should not be made from the invoice to cover damage for which the shipper is not responsible."

Profit By Unseasonable Weather

While Sales of Certain Lines of Hardware Have Fallen Off Due to Mild Weather Retail Hardware Merchants Are Pushing Other Lines and Turnover Has Been Well Maintained—Some Novel Window Display Suggestions

UNUSUALLY mild weather which is interfering with the sale of seasonable lines in certain districts is not causing London hardware merchants any worry. They are taking advantages of the spring-like weather to boost their turnover in other merchandise and report that as a result of their efforts their volume of sales is being maintained nicely. Window displays that are perhaps a little unusual for the middle of January have been arranged and offer a variety of suggestions for other hardware merchants who may be facing a similar problem.

In one of his windows W. A. O'Dell, whose store faces the market which is crowded with farmers three days a week, is showing an incubator and various lines of poultry netting. An adjoining window is arranged to attract the housewives and is filled with a very attractive showing of aluminum ware.

Another hardware firm has two mixed windows. In one a display of shaving brushes occupies the centre of the floor. Close by on a neatly arranged glass shelf is a showing of safety razors and blades. In one corner set out attractively on a board covered with green baize is a display of table knives. In the centre of the window right at the front is a neat circle of pocket knives, many of them opened. In the far corner are several sleds and behind these on green baize panel boards are hockey skates. At various points on the floor are arranged such lines as electric irons and toasters, several selections of cutlery including carvers, and also kitchen sets.

In the adjoining window the entire center is occupied by a pile of corn husk mats. On either side are pyramids of toilet paper, one grade priced at 15 for a dollar and the other at 20 rolls for a dollar. Both of these windows have been big producers of business.

In one of the large display windows of John A. Brownlee's store a circular

(Continued on page 64)

A wide range of electrical goods can be featured at this time of the year. Electric fixtures come in for more use now than in the summer season. In the chilly days an electric heater is welcome in any home, and light, warming luncheons can be prepared hurriedly with a grill, toaster, percolator, etc. The value of these facilities can be set forth effectively in the advertising and display.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, JANUARY 28, 1922

Where the Farmer Comes in

THE REDUCED buying power of the average farmer is to some extent reflected in the hardware and other trades of the rural districts of Canada. The situation in these districts presents a problem which requires some consideration and in the solution of which the retail merchant may play a part. In the agricultural sections as a whole we see the farmer battling against indebtednes with reduced ability to buy for home and farm, and we see him when he is forced to buy for his needs, paying, as a rule, prices much out of proportion to those which he secures on what he has to sell. There must be some concentration upon measures for improvement and the farmer should realize that there will be little relief, from discussing tariffs and trying to effect changes through the administration of the country. Progressive farmers to-day realize that sound progress and lasting prosperity is bound up in the land itself; intensive scientific cultivation is what is needed.

The intelligent attention of everyone must be given both to the development of industry and agriculture. True, the latter has undergone more severe liquidation recently than the former, but both will reach their proper proportion in short time and each will have to effect bigger production on an economical basis so that consumption and production will be in sufficient volume to carry the business of the country along on the crest of the wave of progress.

Accelerated business conditions cannot be expected until conditions in the agricultural sections as well as the industrial sections, improve. The farmer, like the industrial worker, must come to a realization that happiness and prosperity is not bound up in governmental action but depends upon the skill, attention and aggressiveness of the individual in his immediate task.

Changes Needed in Sales Tax

DISSATISFACTION with the present method of handling the Sales Tax is being expressed in several quarters of the hardware trade. Little fault is found with the principle of this form of taxation, in fact, it has been so highly thought of that business men of other countries are here to study it, but there is undoubtedly room for improvement in the method of handling it as between manufacturers, wholesalers and retailers. The root of the trouble seems to lie in the fact that no general plan is laid down to be followed, and there may be some justification for this because of the wide variation in the problems of various manufacturers and wholesalers. However the present plans adopted by various members of the trade indicate about as wide a range of ideas as could possibly be secured, and the sum total is that wholesalers are finding it difficult to keep accurate records and many retailers are dissatisfied by finding it necessary to bear part of the cost of the Sales Tax, particularly on lines where the resale price is more or less standard.

A situation whereby one hardware wholesaler reports that he lost $12,000 in one year through the lack of a definite system on the part of manufacturers of handling the Sales Tax, and whereby the margin of profit to the retailer on many lines has been necessarily reduced, calls for a remedy. The new government at Ottawa will shortly be preparing its budget and now is the time to make suggestions for any desirable changes.

Wholesale hardware merchants have made representations to manufacturers for a change of policy which will give them more protection against loss, and this in turn will mean an aggravation of an already undesirable situation for the retailer. It will be noted in an article in this issue that many manufacturers are against the suggestion made by the wholesalers, one saw manufacturer pointing out that it would be a complicated matter to try to protect the wholesaler on the 1½ per cent. tax by raising the price to the dealer.

No doubt hardware merchants have had some diversified experiences in connection with the Sales Tax, and undoubtedly many have found difficulty in passing on to the consumer the amount of this tax as passed on to them by the manufacturer and wholesaler. The government intended this tax to be passed on to the consumer but no provision was made for protecting the retailer in the case of fixed price goods and the result has been that many varied policies have been followed, some manufacturers absorbing 1½ per cent. of the tax as they are allowed to do, some wholesalers overlooking or purposely absorbing the other 1½ per cent. and the retailer paying it out of his margin on some lines while passing it on to the consumer on other lines. Now that the other branches of the trade are taking steps to protect their interests it is time for the case to receive a thorough airing from the standpoint of retailers. Hardware and Metal will be glad to publish information or suggestions from any retail hardware merchants in the interests of more equitable taxation.

Briefs

THESE ARE the days of organized effort. Merchants and others are realizing that effective action is secured through co-operative effort. The formation this week in Toronto of a local club of retail hardware and paint dealers, as outlined elsewhere in his issue, is a progressive step in a direction which will not only benefit local merchants but strengthen the hands of the provincial and national organizations of retailers.

LATEST TRADE figures indicate that Canada's position in world trade is improving from the standpoint of a better ratio between imports and exports though the total value of trade indicates a falling off. Much of this, however, is due to the declining prices which are being experienced and which should in turn be reflected in reduced revenue requirements of the government.

THAT IRON AND steel prices have reached the level on which more orders will be encouraged, is indicated by the recent repetition of larger projects and the number of inquiries recently foreshadows an increased volume of construction work. The structural markets reflect numerous inquiries for shapes for large dwellings and apartment houses indicating that renewal of building construction is anticipated for Spring.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Says Deflation Not Yet Completed

W. S. Fallis, Speaking to Gathering of Credit Men in Vancouver, Calls for Calm Confidence to Overcome Present Difficulties

W. S. FALLIS, managing director and vice-president of the Sherwin-Williams Co., of Canada, Ltd., Montreal, reached Vancouver this week on a trip of inspection. Before the members of the Canadian Credit Men's Trust Association (the largest attendance in a year), he spoke on business conditions as he found them, taking occasion to refer to the pronounced periods of business depression which had come within his own experience.

The speaker outlined the trade slump of 1893, the year of the world's fair in Chicago, a year noted by the demonstration of Cox's Army. Seven years later had come the depression of 1900-01 which was followed by the serious financial crisis of 1907 when almost overnight large banks and financial institutions and industrial undertakings in the United States found their cheques dishonored. While this period was bad in Canada, it was not as serious as across the line due to the more conservative manner of Canadian business.

The next serious time in Canada had come in 1913 following the prosperity of 1912. This condition existed until the harvest of the following year. Munition activity had then provided industrial plants with orders during the war. Then following the armistice in 1918 prices had risen to top figures, the peak having been reached in December of 1920.

Any period of prosperity, the speaker said, always brought selfishness, inefficiency, discontent of labor and crime and this was true in Canada.

In December of 1920 the peak had been reached and this was followed by feverishness in everything. Excessive prices of stocks had brought ruin to many. Trades people had been loaded up with goods bought at high prices. The excessive profits of that year had been largely fictitious.

Mr. Fallis said that he believed deflation had not been concluded. Prices in some lines were still above those of 1918. He suggested that in some businesses efforts had been made to keep prices up. He advised the retail trade to make greater efforts to dispose of their old stocks, take their losses, necessary, and get back to a normal basis.

The credit men were told that there was nothing alarming in the present condition. Periods of depression came regularly about every seven years and would continue. While he considered it unwise to be too optimistic, he thought it necessary to exhibit calm confidence in the country. Every citizen of the nation should ask himself what he could do to bring about better conditions and work toward that end.

Mr. Fallis said that he found conditions in Ontario and Quebec much improved, being back almost to normal but on the prairie they were not so good due chiefly to bad harvesting. Dealers would be well advised to go forward cautiously, adopting safe, sound business lines.

WINNIPEG AUTOMOTIVE EQUIPMENT SHOW, FEB. 6 TO 11

Winnipeg.—Coincident with the Winnipeg Winter Carnival, the Winnipeg Automotive Equipment Association will hold its annual show in the Board of Trade building, Feb. 6 to 11. This is the association's second annual show, the only one of its kind ever held in the west. Judging by the demand for space for exhabits, this year's show will excell that of last year, indicating the growing importance of accessories from the standpoint of both dealers and consumers.

The show executive expects between fifteen hundred and two thousand country dealers will come to Winnipeg during the week of the exhibition, and a big programme of entertainment is being prepared. "Ray" Sherman of continent-wide fame as a salesman of auto accessories, will be here, accompanied by N. H. Oliver, the great Chicago accessory salesman. "Ray" will give a lecture in Columbus hall on Thursday, Feb. 9, in the morning to dealers, and in the afternoon to jobbers; this lecture is illustrated with four thousand feet of moving picture film, specially taken by Mr. Sherman for his lectures.

Thursday's lectures will be followed up Thursday night by a dance and miniature Mardi Gras at the Royal Alexandria.

WESTERN MERCHANT PRIZES HARDWARE AND METAL

Hardware and Metal, Toronto.

Leader, Sask., Jan. 10--22.

We never miss a copy of Hardware and Metal and we find it the best hardware magazine published. We keep three different copies. Even though the crops have been poor here we are pleased to report a fairly good turnover the past year. Have gone on a cash basis here outside of a few local 30-day accounts and we think the majority of Western merchants are doing likewise.

I find that several hardware merchants here are discounting and remarking their stock at present market prices and have taken stock on the same basis. We are firmly convinced that this is the only way to keep our prices right.

Thanking you for your interest and wishing Hardware and Metal success in the coming year,

(Signed) S. K. Gryde.

WESTERN CANADA NOTES

Vancouver.—The hardware firm of Wagstaff & Vestrup of Nakusp and Trail, B. C., has been dissolved.

Vancouver, B. C.—In the recent civic election for Vancouver, C. E. Tisdale, sporting goods, was elected mayor, and W. R. Owen, retail hardware merchant, headed the poll (P. R.) for alderman.

Vancouver.—The Mongolian Prince which docked here early this week, brought 2,900 tons of tin sheets for British Columbia canners. Of this amount 2,500 tons will be made up into cans for the salmon canners. Another shipment of 700 tons left Wales this week for the coast. Formerly this tin was supplied by the United States mills. This year will be the first in which British tin will be used by the packers, and it was made possible by the lowering of ocean freight rates.

Vancouver.—The sales and office staff of the Gutta Percha & Rubber Co., Ltd., was held this week in the Hotel Vancouver. This is an annual affair of the company's British Columbia branch and is one of the features of the year's activities. W. G. Fowler, the manager, delivered the main address, dealing with the progress of the company since its inception in 1883. Following the meeting the company entertained the staff at dinner.

Events in the Trade

BUSINESS CHANGES

Grand Valley, Ont.—James Duke, hardware, has sold out.

Kitchener, Ont.—K. E. Bornhold & Co., announce that they have taken over the hardware business of Geo. B. Bucher & Son at 57 King street east.

NEW FIRMS

Ottawa, Ont.—J. Le Blanc has commenced the hardware business at 1109 Wellington street.

Ottawa, Ont.—About the first of March the Somerset Hardware will commence business at 686 Somerset street with H. Sparks as proprietor.

PERSONAL

J. Brosseau has been appointed to the territory east of Quebec city by Lewis Bros., Ltd.

W. H. Newton, manufacturing sales manager, Canada Paint Co., Montreal, is visiting Toronto branch this week.

Herbert B. Seybold, Sales Manager of Starke-Seybold, Ltd., Montreal was this week elected alderman for Notre Dame de Grace ward, Montreal, by a large majority.

E. G. Brousseau, of Brousseau & Frere, hardware merchants, Quebec City, was elected chairman of the Trade Section of the Association of Canadian Building and Construction Industries at the convention in Hamilton.

W. W. Head succeeds Chas. H. McGibbon as Eastern Ontario representative of Lewis Bros., Ltd. Mr. McGibbon has associated himself with Carter Bros., retail hardware at Picton, Ont.

Senator John Milne attained the age of 84 years this week. Despite his advanced years the senator enjoys good health, and is actively engaged in many business enterprises.

Of the self-made men among the manufacturers of Ontario, Senator Milne occupies a foremost place. After coming to Hamilton in 1854 he served his apprenticeship with the firm of E. & C. Gurney. Shortly afterward he launched into business for himself. His enterprise was the establishing of the Hamilton Malleable Iron works. A few years later he became associated with William Burrow and Charles Stewart, and became a partner in the firm now known as Burrow, Stewart & Milne. This was the beginning of a remarkably successful business career, which is the result of keen energy and enterprise.

CHANGES IN IMPERIAL OIL CO. STAFF

George W. Mayer, formerly vice-president of the Imperial Oil Company of Canada, has been elected to the board of the Standard Oil Co. of New Jersey. An appointment to this board is recognized as the "blue ribbon" of honors in the oil world. Victor Ross, of the company, has been promoted to the vice-presidency, succeeding Mr. Mayer.

F. J. WOLFE

General Sales Manager, Toronto, of Imperial Oil Ltd., who has been elected a Director of the Company.

F. J. Wolfe has been elected a director of the company after winning his way from the post of an office clerk. Mr. Wolfe, who was born in Brantford, Ont., became a junior clerk for the Queen City Oil Co. in Toronto in 1901, and after serving in various capacities became assistant sales manager for the Ontario Division in 1914. Other promotions followed and in 1921 he was appointed general sales manager in the Toronto office.

OWEN SOUND COMPANY WILL RESUME BUSINESS

Owen Sound,—The Northern Bolt, Screw & Wire Co., which has been idle for the last several months, will resume operations almost immediately. D. W. Armstrong, the Manager, announced that the company would take on a staff of men immediately, and this number will be gradually increased until the whole staff is again employed.

WESTERN ONTARIO NOTES

The Hobbs Hardware Co., London, Ont. was awarded contract for hardware in connection with new $250,000 Children's Memorial Hospital.

At the annual meeting of the members of Trinity church at Norwich, Ont., W. W. Morgan was elected as people's warden.

H. L. Martinson, hardware merchant at Cottam, Ont., made a fine showing with his prize chickens at the big winter show.

George Douglas of Palmerston, Ont., who recently purchased the Red Hardware at Atwood from Mrs. Stockford will take over the business shortly.

Reeve J. E. Harrison of Parkhill, Ont., is very prominently mentioned as the new warden of the Middlesex County council.

T. Dodds of Watford, Ont., who recently sold his hardware business and is leaving shortly for California, was pleasingly surprised a day or so ago to receive a letter signed "Customer" and enclosing a $5 bill to settle an "old account."

HARDWARE MERCHANT IN PROVINCIAL BY-ELECTION

Kingston, Ont.—At one of the most enthusiastic gatherings ever held by the Liberal party here, Robert Fawcett Elliott, a member of the firm of Elliott Bros., hardware and tinsmiths, was selected as the Liberal standard bearer in the coming by-election for the Ontario Legislature, to fill the vacancy caused by the election of Dr. A. E. Ross to the federal house. The contest will be a straight party fight between Mr. Elliott and W. F. Nickle, a former member of the Legislature and house of commons on the Conservative side. Mr. Elliott was the unanimous choice of the meeting for candidate, and was tendered an ovation.

Mr. Elliott, who is one of the city's most prominent business men, has a splendid record of public service in the interests of Kingston. For twenty-one years he has taken a prominent part in public life, and for forty years he has been an active worker in the Liberal ranks. He served the city for twenty years as an alderman, as mayor, and a member of the civic utilities commission, of which he was chairman for two years.

ALEX. MACKENZIE PROMOTED

Alexander MacKenzie has been appointed general sales manager Canadian National Carbon Co. Ltd., and Prest-O-Lite Co. of Canada, Ltd.

Mr. MacKenzie joined the staff of the Prest-O-Lite Company in 1917. After some months in the head office in Toronto, he took charge of the Montreal office and service station of the Prest-O-Lite Company and built up a branch business in Quebec. On August 1st, 1920, Mr. MacKenzie was made sales manager

ALEXANDER MACKENZIE

Appointed General Sales Manager Canadian National Carbon Co., Ltd., and Prest-O-Lite Company of Canada Ltd.

of Canadian National Carbon Co. Ltd. His work for this company earned for him the promotion to general sales manager of both companies.

KINGSTON HARDWARE TEAM MAKES GOOD SHOWING

The firm of Edwin Chown & Sons have a hockey team in the wholesale league that is worthy of special note. In their last game, the hardwaremen put it over Macnee & Minness' wholesale dry goods team, by a score of 12 to 6. The winners showed bursts of speed that made old timers in the game sit up and take notice, and the hardware team will make a strong bid for the championship in this league. The team is composed of Messrs. Karl, Simmons, Dodd, Doyle, Shea, Chown, Wormington and Lascelles.

KINGSTON HARDWARE MERCHANT HONORED

Kingston, Ont.—A Kingston hardwareman, Percy B. Chown, has the honor of being elected chairman of the civic fire and light committee for a third term. It is an unusual thing for an alderman to be given a third year as chairman of a committee, and the fact speaks volumes for the worth of Mr. Chown as head of this important committee.

Ald. Chown has been a member of the city council for several years, and prior to being elected to the council, served on the Board of Education. While on the board he rendered valuable service as chairman of the property committee.

BRITISH MANUFACTURERS MAY OPEN CANADIAN PLANTS

Woodstock, Ont.—A proposed campaign to secure branches of British industries for Western Ontario was the cause of a long discussion at the fourth annual meeting of the Western Ontario united boards of trade held here. The matter was brought up by a report of a committee appointed to deal with the matter. The feature of the discussion was an address by Major C. Snell, representative of the Birmingham Small Arms Company, who has been investigating in Canada on behalf of nine firms who are considering locating in this country. He said that the British manufacturers were convinced that the time was opportune to handle their Canadian trade with Canadian branches.

HARDWARE AND OTHER FIRMS CONTRIBUTE TO PUBLICITY BUREAU

An organization known as the Toronto Publicity Bureau has been formed in Toronto to carry out proposals for united action to advertise the natural and acquired advantages of the city wherever that action will bring increased trade, population, and prestige. The idea received the unanimous sanction of five hundred of the city's business men and the sum of $16,400 per year for three consecutive years was voted to cover the next three years' work. Among the contributors were the following associated with the hardware trade:—Gurney Foundry Co.; H. S. Howland, Sons & Co.; Walker Hardware Co.; Gutta Percha & Rubber, Ltd.; British American Oil Co.; Dominion Rubber System; The Boeckh Co., Ltd.; Canadian Oils, Ltd.; Rice Lewis Sons & Co.; Thermos Bottle Co.

ONTARIO INCORPORATIONS

Kroch Brothers Ltd., capital of $40,000 head office in Toronto to manufacture and distribute hardware tools, leather goods, etc.

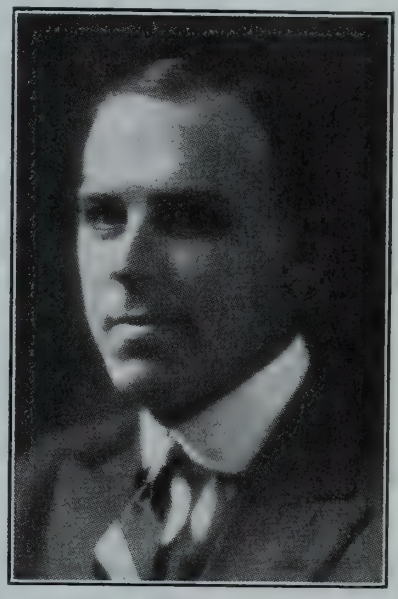
Canadian Show Case and Mfg., Co., Ltd., capital of $40,000 head office in Windsor, Ont., to manufacture show cases and store equipment.

Beacon Tire and Rubber Co., Ltd., capital of $50,000, head office in Toronto, to manufacture rubber goods including auto and bicycle tires, belting, hose, packing, etc.

J. A. FRASER TAKES OVER NEW POSITION

Montreal.—John A. Fraser announces that on February 15 he will sever his connection with Lewis Bros., Ltd., to become vice-president of the H. R. Wood Company, bondbrokers of this city, his new duties bringing him in charge of sales for the above firm.

Mr. Fraser's hardware career has been a wide one, extending over a period of twenty-eight years, serving with Canadian and United States firms. In 1913 he came to Montreal, joining the



JNO. A. FRAUER

Sales manager of the wholesale hardware firm of Lewis Bros., Ltd., Montreal, who on February 15 will become Vice President of H. R. Wood Co., bond brokers of Montreal.

James Walker Hardware Co., where he was later promoted to manager of the retail store. Resigning his position with this firm in 1918 he was appointed sales-manager of Lewis Bros., Limited, the position he now holds. Apart from his duties in the hardware field he is actively connected with the Kiwanis Club and the Montreal Publicity Association, being president of the latter organization.

PAY TRIBUTE TO LATE W. B. DALTON

Kingston, Ont.—No finer tribute to a man from the people amongst whom he had lived his life, could have been given than that paid to the late W. B. Dalton, hardware merchant here for fifty years, at St. George's Cathedral last Sunday morning. On the altar were flowers sent in his memory, and on the pulpit a cross in St. George's red and white, sent by the cathedral, and other wreaths and flowers were about the chancel. The choir was out in full force, to do honor to an old chorister, whose son is one of its most faithful members, and the singing of the psalms and hymns chosen for the occasion, were reverent and beautiful.

Toronto Retailers Form Organization

Gathering of Toronto Retail Hardware Merchants Under Auspices of Paint, Oil and Varnish Club, Develops an Organization Known as the Retail Hardware and Paint Dealers' Club of Toronto—Important Plans for Educational and Social Activity

PRELIMINARIES having for their object the forming of an organization of retail hardware merchants of Toronto and suburbs, as outlined in recent issues of Hardware and Metal, materialized into a definite plan at a banquet tendered by the Paint, Oil and Varnish Club of Toronto at the Carls-Rite Hotel on Wednesday evening. After considerable discussion sentiment was unanimous among the merchants represented that they should be organized, and it was unanimously agreed to form the Retail Hardware and Paint Dealers' Club of Toronto. The plan was supported by about sixty of the city's hardware merchants who pledged their support to bring additional members to the subsequent meetings and it was felt that with their endorsation the organization would be away to a good start. The list of officers elected pro tem for organization purposes is shown elsewhere; another election will take place at the first regular meeting.

The gathering was under the chairmanship of F. J. Penberthy, Manager Lowe Bros. Ltd. who welcomed the retailers as guests of the Paint, Oil and Varnish Club pointing out that since this club was formed it had been the ambition to meet the retailers collectively and put before them plans for creating and maintaining greater sales in the paint and varnish industry. The idea in having retailers form a local association of their own was so that matters pertaining to paint and varnish and other lines in which they are interested, could be readily placed in the hands of the retailers through the officers of such an organization. In addition it was suggested that such an organization would create a feeling of good-will toward manufacturers, jobbers, etc. The harmonious and helpful relations which had been encouraged among members of the Paint, Oil and Varnish Club was pointed to as an example of what the retailers' club could achieve.

H. N. Joy, West Toronto, was voted to the chairmanship of the gathering to proceed with organization. A brief address followed in which he thanked the paint and oil and varnish manufacturers for the interest taken in the retailers. The proceedings of the previous meetings were outlined and the history of the preliminary plans traced.

Nelson Mills Speaks

Nelson Mills, President of the Ontario Retail Hardware Ass'n., who along with Secretary W. F. Macpherson were guests at the banquet, pointed out that what was required to lift retail hardware merchants higher was to get out of the rut, and to do that organization was necessary. He pointed out that the Ontario association was but one link and what was needed was local associations to strengthen the hands of the larger organization. "We need local associations in every city and town and later on we must have a national association, these are the three necessary links," said Mr. Mills, who extended a suggestion that the organization be called a club and not an association, and that a definite objective or code of ethics be established as soon as organization was completed. He added a note of warning that if one of the objects of the club was to fix retail prices on hardware, or to discuss what competitors are doing or methods used by department stores or the question of wholesalers selling to consumers, that the club had better not organize. It was his opinion that a club of service planning socials, picnics, etc., to get better acquainted was the most effective basis of organization.

H. N. JOY

Hardware merchant of West Toronto, elected first president of the newly-formed Retail Hardware and Paint Dealers' Club of Toronto.

Secretary W. F. Macpherson spoke of the improved feeling existing among the trade in smaller centres where every merchant knew the other, and thought this sentiment could be extended to the merchants of the city. "By getting more intimate, business comes easier, more profitable and trade abuses are more easily overcome." It was his opinion that the trade was ripe for concerted work and mentioned the fact that men as a rule do not want to meet the man they don't know, but they are anxious to meet the men they do know.

Loyalty of Hardware and Metal

G. D. Davis, Manager and Editor of Hardware and Metal was to be the next speaker on the program, but through illness he was unable to be present. This was unfortunate from more than one standpoint as Mr. Joy stated that had Mr. Davis been present he would have told a story about something which occurred at the last convention of the Ontario Retail Hardware Association which pointed emphatically to the loyalty of Hardware and Metal to the interests of the retail hardware trade. H. L. Southall, Managing Editor of Hardware and Metal outlined something of the influence and value of local organizations in benefiting local merchants and strengthening the hands of provincial and national associations, and pledged support to the new organization.

At this stage F. R. Jackson announced the resolution which brought the organization into being, as follows:—"Be it resolved that the retail hardware and paint dealers of Toronto organize a club to be known as The Retail Hardware and Paint Dealers' Club of Toronto. The objects of this club to be the cultivation of friendly relations among its members; to advance the interests of its membership through the discussion of matters of common interest; to co-operate among themselves and with other associations and trades that may have objects in common with this association so their business and interests may be advanced; to promote honesty in competition, trading and advertising and to correct, in a lawful and proper manner, any such evils as may exist or arise in their business in every reasonable, lawful and proper manner."

The resolution was seconded by John Caslor who referred to the organization which was formed twenty years ago consisting of forty members, and which progressed until it became amalgamated with the Retail Merchants' Association after which not a meeting was held. "It is seventeen years since the Ontario Association started and I would not take the money it has cost me and lose the friends I have made in that association," said Mr. Caslor.

Other speakers included W. Wrigley, J. C. McFadden, M. Phillips, J. H. Sinclair, F. McNichol, J. Boyd, A. Staples, J. M. Boyd, Geo. Garrett, S. Hobbs, S. Cutts.

The plan received hearty endorsation from all speakers, and the details were then considered. Fees were set at $3 for a member and $1 for each associate member, the latter not having voting privileges. The membership fee would be paid by one member of each firm and the associate members would represent other members of the same firm. It was also decided to include the suburbs of the city in the territory represented.

The proposed slate of officers was then outlined and the entire group elected on the motion of C. G. Bailey and S. Hobbs. It was pointed out that these officers were elected pro tem for organization purposes and another election would be held at the next meeting.

Forty-five Join

Before the conclusion of the meeting forty-five of those present had signed for membership and paid their fees. Others who wish to join are requested to send their fees to A. H. Lake, the treasurer, at 608 Queen St., W., Toronto.

The Executive Committee will work out a constitution for the organization and will call the next meeting. On the motion of Mr. Phillips, Nelson Mills and W. F. Macpherson were made honorary members and the trade press were made eligible as associate members by unanimous vote. George May, West Toronto, has the honor of holding the first membership card in the new association. On his motion a vote of thanks was extended to the hosts of the evening. Mr. Penberthy replied, stating that the Club was interested in selling more paint in Toronto and other industries were equally interested. It was his opinion that educational work along these lines would work out to general advantage. He pledged the support of the members of the Paint, Oil and Varnish Club and offered to provide speakers or extend other assistance at any time.

T. Moneypenny, Imperial Varnish & Color Co., spoke briefly emphasizing the fact that organization gives protection, and urging all to work hard in the interests of the new organization. "The paint trade throughout Canada is back of you, and the manufacturers want to sell you not paint alone, but service that will enable you to sell more paint and make bigger profits in your business."

Among those present were the following:

Members of the Paint, Oil and Varnish Club—T. Moneypenny, F. J. Penberthy, J. Anthony, S. Armstrong, Benjamin Moore & Co., J. F. Paton, J. F. Smith, The Boeckh Co., G. Cooke, H. E. Mihell, J. Sturgeon, J. D. Craig, W. M. Burden, J. R. McKeown, A. S. Boulton, a representative of Canada Linseed Oil Mills, R. Pinchin, Ontario Oil & Turpentine Co., C. E. Paton.

Retailers present included: T. Barker, A. Levin, G. W. Garrett, J. Ritchie, J. Wickham, V. Mathewson, T. H. Boyd, J. W. Jackson, J. Adams, J. Jolly, J. Peacock, W. Fleming, J. E. Hewitson, H. Smith, M. Phillips, R. W. Smith, W. J. Robinson, J. H. Sinclair, S. Caplan, F. Caplan, R. D. Blackmore, J. McFadden, A. R. Hamilton, B. J. Hobbs, A. B. Gowdy, Hobbs Hardware, M. Freek, C. McFarland, G. Wallace, J. N. Rush, E. McNichol, J. Harding, A. Staples, G. H. Cutts, H. E. Groom, Prince & Co., J. M. Boyd, G. Pearsall, N. G. Leslie, W. J. Merrill, C. G. Bailey, J. Heideman, W. E. Platt, B. Stainton, R. Edwards, W. Kirkland, W. Kinnear, R. D. Ross, J. D. Anderson, S. Hobbs. A. Lake, G. D. Mathewson, John Caslor, H. L. Southall, Hardware and Metal, W. F. Macpherson, N. E. Mills, H. N. Joy, W. Wrigley, G. E. May, F. R. Jackson.

OFFICERS

Officers elected pro tem by the Retail Hardware and Paint Dealers' Club of Toronto are as follows:—

President, H. N. Joy,
Vice-president, F. R. Jackson,
Secretary, Geo. Mathewson,
Treasurer, A. H. Lake,
Executive Committee:—W. Platt, W. V. Pritchard, O. Morrison, H. Dowe, G. Pearsall.

Two Methods Of Displaying Aluminum Ware

A RATHER interesting comparison showing the results obtained by different methods of display, was noted in an Ontario city this week in connection with a sale of aluminum ware. One firm with a large show window in one of the best locations in the city simply placed various pieces of aluminum with no special regard to arrangement and a bare announcement that a sale was being held. Another firm in not so good a location and with not nearly so large awindow at its disposal filled its window with saucepans and other articles. There was not any particular attempt at arrangement but a number of price cards was used and special show cards and banners announced that a sale was being held. In addition announcement was made in the lacal papers about the sale and prices of many articles were given. A third firm in a good locationand with a fine window at its disposal for display purposes went about attracting trade by arranging a window that not only attracted but held attention. In the centre on a table were shown various sauce pans, each one bearing a neat price card. On each side were arranged boards similar to ironing boards on which were shown various smaller articles. Neatly arranged were articles large and small and at vantage points were placed specially colored show cards pointing out that not only a sale was on but the advantages of aluminum and the fact that for the week prices were much below the regular quotations. The firm backed its window display by advertisements in which the sale and prices were featured, prices being given especial prominence. The three window displays attracted attention and brought business but the two in which some care was shown and in which prices were featured and the lines advertised caught the women. Many of them came in fifty miles to take advantage of the chance of securing some piece they had wanted. The two firms which advertised and which put in really nice window displays report sales as being among the best ever recorded.

HERE WE ARE AGAIN

On our way to the Seventeenth Annual Convention and Hardware Exhibition of the

Ontario Retail Hardware Association

to be held in Hamilton on

February 14, 15, 16, 17.

Keep these dates open and be sure and meet us there

Department Stores Business Showed Increase At End Of Year

Getting Business Because They Go After It—Kept Up Their Stocks and Could Fill Orders—Claim That Department Stores Record Trend of Business Six Months in Advance.

DEPARTMENT Stores, says the writer of an editorial in "Printers' Ink" have been running up a satisfactory volume of sales right along during 1921. According to the Federal Reserve Bank, of 372 such stores reporting, there was a decrease of only 6.7 per cent. in October sales compared with October, 1920. In New York and also in northern New Jersey, October showed not only an increase in sales as measured by volume, but also a substantial increase in the dollar value of the merchandise sold. Since prices are considerably lower than last year, this, of course, means that their actual increase in business is much greater than the figures reveal. New York department stores show an increase in sales during December in dollar value of 3 per cent. compared with December, 1920.

Many persons are unable to reconcile this increased department store business with the slackened pace of industry as a whole. But there is nothing mysterious about it. Some authorities claim department store sales, as well as Stock Exchange trends, record the movement of business six months in advance. If this theory is true, it is another good sign that the business revival is on in full force.

But, regardless of this theory, we think it is self-evident that the department stores are getting the business to be had for the very good reason that they are going after it. Never have we witnessed better retail advertising than the big stores have been running for six months. These stores advertised in generous volume and most of them filled the space with real sales-impelling copy. It is axiomatic that business gravitates to those who ask for it the most persuasively. The big stores have been recognizing this axiom.

There is another reason why department stores have been doing so well. They had the goods. They kept up their stocks. Strange as it may seem, thousands of small stores are trying to do business without merchandise. Their stocks are poorly assorted. They are constantly out of the commonest staples. People, tired of going from store to store and being told that the article they wanted was not in stock, have finally gone to stores where they can always get what they need. Anyone who spent much time in the shops before Christmas and kept his ears open, would have got some first-hand information as to how badly understocked many small merchants are.

Another Record to Beat

The Editor of Hardware and Metal,
Toronto.

Dear Sir:

We notice in your December 17th issue, page 58, the question, "What wholesale hardware firm can beat this record? As we are rather proud of our own employes' record, we submit it for publication. WHO CAN BEAT IT?

Yours truly,
WM. STAIRS, SON & MORROW, Limited,
Halifax, N.S.

1810—1922

Name	Date of engagement	Years of service
W. H. Fraser,	Sept. 1, 1884,	37 years
G. J. Metzler,	May	32 "
W. N. Forbes,	July 1, 1889,	32 "
Jas. Rose,	Sept. 1, 1890,	31 "
F. A. Scriven,	Oct. 20, 1890,	31 "
Ishi Priest,	Apr. 16, 1890,	31 "
T. W. Mullane,	Apr. 1, 1891,	30 "
R. P. Forbes,	Jan. 3, 1891,	30 "
Thos. Strachan,	Aug. 16, 1894,	27 "
W. W. Hutton,	Nov. 1, 1895,	26 "
P. H. Henderson,	May 3, 1899,	22 "
J. A. R. Kinney,	Sept. 5, 1900,	21 "
John Kemp,	June 1, 1901,	20 "
F. S. Mitchell,	Oct. 5, 1901,	20 "
R. L. Martin,	July 7, 1902,	19 "
E. Brunt,	Sept. 11, 1903,	18 "
Miss M. A. Lawlor,	Apr. 25, 1905,	16 "
W. P. Mahar,	July 1, 1905,	16 "
Miss A. E. Morrisey,	Apr. 9, 1906,	15 "

Twenty Years Ago

Following items are reproduced from Hardware and Metal of January 25, 1902:—

A petition is being signed at Sydney, C.B., and will be forwarded to the directors of the Dominion Iron & Steel Co. praying them to put a stop to all unnecessary Sunday work.

* * *

F. F. Quinn, of the firm of Geo. Stephens, Quinn & Douglas, hardware merchants, Chatham, Ont., has retired from the business, which will be continued by Stephens & Douglas.

* * *

The tender of $17,500 made by the Canadian General Electric Co. for the assets of the Diamond Machine & Screw Co., Ltd., Toronto, in liquidation, has been accepted by the Master-in-Ordinary.

* * *

The Batty Stove & Hardware Co., 279 Queen St. W., Toronto, have succeeded to the wholesale business in stoves and ranges formerly conducted there by a branch of the Copp Bros. Co., Ltd., Hamilton.

* * *

The Francis-Frost Co., Ltd., Toronto, has made wonderful strides in placing its "Ark" brand paint. Last fall they established a warehouse in Vancouver and now they are placing a warehouse in Winnipeg.

* * *

W. P. Miller, manager of the stove and furnace department of the James Smart Mfg. Co., Brockville, since August, 1895, has resigned to accept the position of superintendent of agencies for the China Mutual Insurance Co., of Shanghai, China.

* * *

In connection with the proposed new Exhibition buildings at Toronto it is announced that Gouinlock & Taylor have been invited to tender for the Main Building for $106,000; Beaumont Jarvis for the Art Gallery for $10,000, and Grey & Gregg for the Dairy Building to cost $14,000.

* * *

The art of glass-bending is one which of past years has been rather behind the times, so far as Canada is concerned, the imported article being largely required to fill the demand. The Toronto Plate Glass Importing Co. have lately changed the aspect of affairs, however, by installing a large and most efficient bending plant sufficient to supply all the bent glass required in Canada for some time to come.

* * *

The meeting of the Board of Trade of Toronto to nominate officers was distinguished by the official farewell given to Edgar A. Wills, who for over 20 years has been secretary but is leaving to fill a more important post at Windsor. The nomination of officers was proceeded with as follows: President, A. E. Ames; first vice-president, J. F. Ellis; second vice-president, J. D. Allan; treasurer, E. R. Wood. Nominations for council: Messrs. J. W. Woods, H. N. Baird, T. G. Brough, R. J. Christie, Noel Marshall, Edward Gurney, W. A. Warren, Miles Vokes, W. J. Gage, A. E. Kemp, M.P., W. F. Cockshutt, Peleg Howland, C. J. Marlatt (Oakville), J. L. Spink, C. W. Woodland, P. R. Miller.

What is Your Particular Problem?

Delegates to O.R.H.A. Convention Will Put Their Problems Before the Gathering for Solution

IT IS everywhere accepted as a principle underlying all development and progress that "knowledge is power." The hardware merchant wants specific knowledge appertaining to the questions of special interest to his trade for he has not the time to weed out points of value from the great mass of general information available. This is the reason why conventions such as the forthcoming one to be held in Hamilton by the Ontario Retail Hardware Association, are so valuable to the retail hardware trade, and another reason why every merchant in this line of business should meet with his fellow merchants for the four-day convention.

The officials of the association in planning the programme have kept in mind the present day problems of the retailer and have secured authoritative speakers on subjects of vital interest, such as "the maintenance of established re-sale prices on well-advertised products;" "how dealers may successfully advertise," "the banker and the retailer," "mutual fire insurance," "business disease." Other authorities, including Prof. W. C. Clark, director of courses in commerce at Queen's University, and J. R. Shaw, vice-president Canadian Manufacturers' Assn., will speak on topics of current interest.

In addition to these addresses, and the discussion which follows them, there will be the question box. This is to be made a more important feature this year than ever before, and an interesting list of questions has already been compiled in order to lead off the discussion. Any other questions which retailers may have in mind can be placed before the convention for open discussion.

What retail hardware merchant is there who is not interested in such topics as the policy to follow in adjusting selling prices on a declining market, the jobber's position today, the wage question, cutting the cost of doing business, new lines that might be added, method of paying clerks, preventing wholesalers engaging in retail business, getting results from advertising, folders, etc., payment by retailer for goods he takes out of stock for his own use.

These and other questions enumerated in the programme on this page represent a group of subjects of importance to the trade at the present time and with every delegate entering into the discussion and giving the benefits of his experiences, it should be possible to establish a helpful line of action.

Program of 17th Annual Convention Ontario Retail Hardware Ass'n

February 14, 15, 16, 17th 1922, at Hamilton, Ont.

TUESDAY, FEBRUARY 14
Royal Connaught Hotel.

8.30 a.m.—Secretary's office, located on mezzanine floor, open for registration of members and guests, distribution of badges and general information.

9.45 a.m.—Convention Hall on mezzanine floor, community singing.

10.00 a.m. (promptly)—Opening session, President Nelson Mills presiding.
Song, "God Save the King."
Invocation, Rev. Dr. W. H. Sedgewick, minister Central Presbyterian Church, Hamilton.
Annual Address, President Mills.
Civic welcome, Mayor of Hamilton.

10.30 a.m.—Question Box, Ed. Wanless, Chatham, presiding.
Special topics for the day, questions 1 to 5, inclusive.

11.00 a.m.—The maintenance of established resale prices on well advertised products, H. J. Haire, The Alabastine Co., Paris.

11.30 a.m.—How dealers may successfully advertise, L. R. Green, advertising manager Tucketts, Limited.

12.00 a.m.—Appointment of convention committees and introduction of new business by members.

12.30 p.m.—Adjournment.

1.00 p.m.—Opening of hardware exhibition at the Armouries, John St. North. Hours. 1 to 10 o'clock.

During the afternoon, only merchants and ladies accompanying them will be admitted to the exhibition. These hours every day are reserved for business intercourse between exhibitors and those why buy to resell or use the products exhibited.

Members and their ladies require no admission tickets, their badges are credentials at all hours.

Non-members and other buyers will be provided with "Merchant Tickets" by exhibitors and by secretary.

7.00 p.m.—Exhibition open to the public. Children unaccompanied by parents not admitted. Music provided both afternoon and evening.

10.00 p.m.—Closing hour.

WEDNESDAY, FEBRUARY 15

8.30 a.m.—Secretary's office open on mezzanine floor of hotel.

9.15 a.m.—Community singing.

9.30 a.m. (promptly)—Convention Hall, Question Box, George E. May, Toronto, presiding. Topics for the day, Questions 7 to 12 inclusive.

10.30 a.m.—Reports of officers and committees. Treasurer's report; Secretary's report; Auditors' report.

11.00 a.m.—The banker and the retailer, J. P. Bell, General manager Bank of Hamilton.

11.30 a.m.—Hardware mutual fire insurance, C. L. Clarke, Winnipeg, Canadian manager, Canadian Hardware & Implement Underwriters.

12 a.m.—F. J. Penberthy, Lowe Bros., speaking on "Business Disease."

1.00 p.m.—Hardware exhibition at the Armouries. Afternoon for buyers and representatives of business houses. Evening open to the public.

7.00 p.m.—Association banquet for ladies and men, Royal Connaught Hotel. Tickets, $2.50 each. John D. Wells, Buffalo, managing editor "Buffalo Times", will speak at the banquet. Subject, "Whoa," (full of wit and humor.)

Tickets should be secured at secretary's desk not later than Wednesday noon, if possible.

THURSDAY, FEBRUARY 16

9.15 a.m.—Convention Hall, Community singing.

9.30 a.m. (promptly)—Question Box, H. N. Joy, West Toronto, presiding. Topics for the day, Questions 12 to 18, inclusive.

10.00 a.m.—H. E. Mihell, executive member "Save the Surface" Campaign.

10.30 a.m.—Prof. W. C. Clark, director of courses in commerce, Queen's University.

11 a.m.—J. R. Shaw, Vice-President Canadian Manufacturers' Association.

12.00 a.m.—The association price book, introduced by secretary. Open discussion by members.

12.30 p.m.—Adjournment.

1.00 p.m. to 6.00 p.m.—Hardware exhibition at Armouries open to buyers and dealers.

6.30 p.m.—Complimentary banquet tendered by the Hardware Manufacturers of Hamilton.

7.00 to 10.00 p.m.—Exhibition open to the public.

FRIDAY, FEBRUARY 17

9.15—a.m.—Convention Hall Community Singing.

9.30 a.m.—Question box. Topics for the day. Balance of Questions.

10.00 a.m.—Reports of committees.
Resolutions.
Nomination of Officers.
Election of Officers.
Unfinished business.

10.30 a.m.—Visit new factory of Libbey Owens Sheet Glass Co.

1.00 p.m.—Visit Hardware Exhibition, finish buying and file buyer's cards with the Secretary at booth No. 99 or else mail it to him at Prescott, Ont.

QUESTION BOX DISCUSSION

1. How closely should we follow declining markets in adjusting our selling prices?
2. Are the Jobbers as prompt as they should be in meeting the declining market?
3. What shall we do with wage question as the high living costs decline?
4. How can the cost of doing business be cut and maintain service?
5. What new lines did you add during 1921, that have proved profitable?
6. How many dealers present, pay a bonus on sales by Clerks?
7. Could not active steps be taken by this Association to prevent Wholesalers from doing a Retail business?
8. What is the best way to get results from advertising folders etc., as furnished by manufacturers?
9. How much should a dealer pay for goods he takes out of stock for his own use?
10. What should properly be included in over-head Expenses?
11. What is the average wage paid. Clerks, Tinsmiths, Plumbers? Have any reduced wages yet?
12. Has anyone definite information regarding workshop in connection with store? Does it pay?
13. What is the best way to handle slow accounts without offending customers?
14. What is the average percentage of loss on credit accounts?
15. Have any members successfully turned a credit business into a cash business? How was it done?
16. In changing credit to cash business would it be advisable to allow monthly accounts to telephone customers, and to customers who are building or painting?
17. How do you proceed to collect tough accounts?
18. What experience have dealers present had in handling auto supplies, tires, etc., in a small town? Do they find it profitable, or is most of the business going to garages? If Hardware dealers get bulk of the business, how do they do it?
19. What are the advantages or disadvantages of marking selling prices in private code?
20. Why are cheap platform scales still, many times the pre-war price?

Letters to the Editor

Sumner Company, Limited.
Moncton, N.B., Jan. 12, 1922.

Editor, Hardware and Metal,
University Ave.,
Toronto.

Dear Sir:—There might be an opportunity for a short article on the following under the heading, "American Editor Says the Canadians Are Poor Advertisers." Some time ago an American Hardware Journal ran a picture title competition and in speaking of the widespread interest which had been aroused said that they had received answers from New Brunswick, Nova Scotia, to Mexico. The writer took the matter up with them pointing out that New Brunswick and Nova Scotia are two separate provinces and the position in which they stood in regard to the other parts of the Dominion laying the blame for the error not at the door of the editor personally but to their family education in history and geography in the public schools. In his reply among other things, he said:

"Sometimes we wonder just how much of this (referring to ignorance on matters Canadian) is the fault of the Americans themselves and how much is due to the fact that Canadians are very poor press agents. England, France, Mexico and lots of other countries have made it a point to spread knowledge in the United States stating their various achievements et al., but Canada never seems to have taken the trouble. We are quite sure the average American does know something at least about most of the European countries as well as something about the South American countries in spite of the fact that his schooling in geography has been almost totally neglected."

Is it not almost time that something was done to advertise our country more extensively among our nearest neighbors?

(Signed) G. V. WHITE.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

3448. **Hardware.**—A Cape Town firm of manufacturers' agents with branch offices in Johannesburg and Durban, are prepared to take up Canadian agencies in any line of goods for the hardware trade, seeking in a special way a full line of brushware.

3452. **Piping and nails.**—A large firm of general merchants established in East London, Durban, and other centres, ask prices on galvanized iron piping and fittings, wire nails, and horse-shoe nails. Prices to be f.o.b. Montreal, or St. John, N. B.

3453. **Binder Twine.**—A Durban firm buying binder twine in large quantities requires immediately prices and samples from Canadian makers.

3454. **Toys.**—A Natal toy house is open to receive catalogues and prices of cheaper quality Canadian-made toys; also special lines.

3455. **Handles and woodenware.**—Heavy importers of handles and wooden-ware, established at Durban, request samples and f.o.b. Canadian port prices.

3456. **Roofing felt, etc.**—A Cape Town manufacturers' agent, with branch office in Johannesburg, and regularly visiting the whole South African territory, desires representation of Canadian manufactures of roofing felt and building paper.

3477. **Fibre flax**—A Belgian cotton spinning mill is interested to receive quotations on Canadian fibre flax.

3478. **Steel wire**—A Johannesburg firm are making inquiry for supply of steel wire for nail making.

3480. **Building material.**—A Cape Town company of manufacturers' agents, with engineering department, request correspondence from exporters of asbestos, tiles and structural steel.

3481. **Rails, bar iron and steel.**—A Cape Town company of manufacturers' agents, with engineering department, request correspondence from exporters of rails, all sizes, bar iron, and steel.

3535. **Iron bars for making chains.**—A British firm in Kobe, of good repute, are desirous of entering into communication with Canadian manufacturers of the above in a position to export same to Japan. Correspondence is solicited and full particulars—i.e., catalogues, prices, specifications, delivery, etc.—should be furnished.

3536. **Ice-making plants.**—A firm in Barbadoes desire to get in touch with firms in Canada manufacturing machinery for making artificial ice.

3553. **Metals and ores.**—A London metal merchant is open to undertake the agency of Canadian producers and shippers of metals, ores, etc.

3554. **Engineering lines and labor saving devices.**—An electrical and mechanical engineer in Bristol, England, is desirous of securing the representation of Canadian manufacturers of engineering appliances and apparatus, and labor saving devices.

3554a. **Bright steel shafting.**—A London firm who occasionally receives inquiries for bright steel shafting required in Australasia would be glad to hear from Canadian manufacturers interested.

3562. **Agencies.**—A manufacturers' commission agent, covering the Orange Free State, with headquarters at Bloemfontein, is prepared to take up Canadian agencies for this territory, and requests immediate correspondence from interested Canadian firms.

3563. **Agency in Belgium.**—A Belgian firm desires to represent Canadian manufacturer of hardware, and tires. Guarantees supplied against consignments.

3564. **Agency in Brazil.**—A Brazilian firm of commission agents wishes to hear from Canadian exporters of cement, general hardware, paints, varnishes, electrical equipment, including motors, and chemicals.

3579. **Agency for Hardware.**—A London merchant firm with connections in most overseas markets, is prepared to undertake the selling agency for the United Kingdom and elsewhere of Canadian manufacturers of hardware, paints and engineering supplies of real merit.

3580 **Household Appliances, etc.**—A Glasgow firm who are importing agents and buyers of household labor-saving appliances, hardware, glassware and kitchenware, are willing to represent in Scotland any sound Canadian firms with good selling lines; they are also willing to act as purchasing agents on this side.

3581. **Glassware, Brushes**—A London company are open to undertake the agencies of Canadian manufacturers of glassware and brushes.

3582. **Ice Crushers.**—A London engineering company could handle a good Canadian-made ice crusher of small or medium size.

3583. **Representation in Glasgow.** — A firm in Glasgow are in a good position to represent Canadian firms desirous of securing an agent in Great Britain in building materials, iron and steel, and other metals, wire, box shooks, box strapping, barrel staves, barrel hoops; oils, paints, cordage, binder twine, leathers, wood manufacture, machinery.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

DIE CASTING.

The Nineteen Hundred Washer Company, Toronto, Ont.—Will you kindly furnish us with the addresses of concerns in Eastern Canada who do die casting?

Answer—The Tallman Brass & Metal Co., Limited, Hamilton, Ont.

AUTOMOBILE CLOCKS

The Sumner Company, Limited, Moncton, N.B.—Can you please give us a list of either Canadian or American manufacturers of Automobile clocks?

Answer.—New Haven Clock Co., New Haven, Conn.; Waterbury Clock Co., Waterbury, Conn.; Stewart-Warner Speedometer Co., Chicago, Ill.; Waltham Watch Co., Waltham, Mass.; Western Clock Co., La Salle, Ill.

BABY PLAY PENS

Iroquois Falls Merchandising Company, Iroquois Falls, Ont.—

A Baby Play Yard, manufactured by The McFarlane Mfg. Co., of Toronto, Ont., to the description contained in your communication. This Baby play enclosure, however, is merely four walls or sides, with hinges at each corner, so that the articles can be folded and placed out of the way when not in use. The manufacturers state that this has no floor, and it is only made in the one size, 48" x 48".

Another product along these lines is the "Kiddie-Koop" manufactured by the Lee-Trimble Company, also of Toronto. This enclosure has wire sides and wooden floor, but is placed upon wheels. It is produced in three sizes and is non-collapsible.

The Rock Island Manufacturing Company of Rock Island, Que., are the makers of the collapsible baby gates.

ORNAMENTAL IRON CHAIRS

C. M. Howell, Brantford, Ont.—

In connection to your inquiry pertaining to Iron Chairs, which was referred to in Letter Box, of previous issue of Hardware and Metal.

We have since discovered that the name of the Atlas Iron, Wire & General Works, of Toronto, Ont. was accidentally omitted from the list of firms engaged in the manufacture of ornamental iron work.

"DANGLER" GASOLINE COOK STOVES

The Reilly-Allard Hardware Company, Haileybury, Ont.—Would you please give us the name of the makers of the "Dangler" gasoline cook stoves?

Answer.—The Dangler Stove Company, Cleveland, Ohio, U.S.A.

"CLIPPETTE" LAWN MOWERS

C. B. Brown & Company, Aylmer, Ont.—Your description with regard to a certain make of lawn mower. The name of this machine is the "Clippette," and the name and address of the manufacturer is as follows: The Southern Electric Steel Company, Inc., of Lynchburg, Virginia, U.S.A.

GREEN TOW

La Compagnie, Martineau Ltee, Ferronneries, En Gros, Quebec, P.Q.—Kindly state where we can secure a supply of green tow.

Answer—This is manufactured by the Arthur Flax Mills Company, Arthur, Ontario.

Indispensable to Hardware Merchants

Is Hardware and Metal, According to Letter of Appreciation From E. Sauve, President Montreal Hardware Section R.M.A., and 2nd Vice President of Quebec Provincial R.M.A.—Aiding Harmonious Interprovincial Relations

ENGLISH VERSION

Montreal, January 17, 1922.

Hardware and Metal, Toronto.

What pleasure I experienced this morning in opening my copy of Hardware and Metal, to see that you have followed out the happy idea of including in its columns an important write-up of the province of Quebec (Quebec, the Province of Prosperity.) This coincides exactly with the excellent prospects which exist for hardware trade in the Dominion. The year 1922 opens for our trade an opportunity such as Canada has never before experienced. It has been predicted that the 20th Century would be Canada's century. This seems about to be realized if the capitalist, workman and merchant all give a hand, and if the province unites and works in a spirit of harmony Canada will shortly be the richest country in the universe. We possess the finest resources in the world.

The notable part which Canada took in the great war has made our country known. Unfortunately it was unknown before in several countries. But to-day, with a United Canada, and providing the people understand how to choose good administrators, our country will be admired by the whole universe.

Hardware and Metal, in rendering homage to the province of Quebec gives this province her due, and I know that I am expressing the general thought of the Quebec trade in congratulating your journal (the most important in the hardware trade) from the bottom of my heart. Your journal has had an excellent idea in writing in French this survey of the Province of Quebec. I thank you in the name of the retail merchants whose language in our province is almost entirely French. I invite you for the benefit of your journal and also for that of the retail trade, to continue to interest us by writing an article in French each week. Our prosperity will go on increasing only if we leave on one side all questions of dispute and work in harmony, which, I am sure, the province of Quebec would be the first to put in practice.

Nothing could have expressed with greater reality the importance of the province than the photographs which you have used in this issue. No doubt this will do a great deal for the advancement of our commerce in general.

As president of the hardware merchants section in Montreal, treasurer of the Montreal district and second vice-president for the province of Quebec of the Retail Merchants' Association of Canada, I am doubly interested in your article. Our association has always an experienced representative with the government at Ottawa and with all the provincial governments to watch the legislation, for the benefit of our trade.

Thank you for your fine write up and continue it for the good of our beautiful country. Thank you for the reproduction in your journal of the account of what our association has done for the good of our trade. Your journal is in my opinion, indispensable for every retail hardware merchant. We get information from day to day on prices and we benefit by the good advice which you place at our disposal.

Kindly accept once more the congratulations of your devoted,

(Signed) E. Sauvé.

E. SAUVE

President Hardware Section, Montreal Branch R. M. A., and Second Vice President Quebec Provincial R. M. A., who expresses his appreciation of Hardware and Metal in his letter herewith.

FRENCH VERSION

17 Janvier, 1922.

Hardware and Metal, Toronto.

Toronto.

Quelle joie j'ai éprouvée ce matin en ouvrant mon journal "HARDWARE AND METAL" lorsque j'ai constaté que vous aviez eu l'heureuse idée d'inclure dans ses colonnes l'importante réclame de la Province de Québec (Québec the Province of Prosperity). Ceci coincide très bien avec les beiles apparences pour le commerce de ferronnerie dans le Dominion. L'année 1922 ouvre à notre commerce un élan comme le Canada n'en a jamais eu. Il a eté prédit que le 20 iéme siècle serait le siècle du Canada. Ceci semble se rêalisersi le capitaliste, l'ouvrier et le détaillant se donnent la main et si les Provinces s'unissent en laissant de côte tout esprit de haine. Le Canada sera sous peu le pays le plus riche de l'univers nous possédons les plus belles ressources du monde entier. La part généreuse que le Canada a prise á la grande guerre a fait connâitre notre pays qui malheureusement était inconnu dans plusieurs pays et dans d'autres mal connu, mais aujourd'hui avec un Canada uni et si le peuple sait se donner de bons administrateurs notre pays sera un point de mire pour tout l'univers entier.

Le "HARDWARE AND METAL" en rendant hommage à la Province de Québec rend à Québec ce qui lui est due et je sais que j'exprime le pensée générale du commerce de Québec en félicitant du plus profond du coeur votre journal, le plus important du commerce de ferronnerie.

Votre journal a fait un bel acte en écrivant en francais la réclame de la Province de Québec. Je vous en remercie au nom du marchand détaillant qui est en presque totalité de langue francaise dans notre Province. Je vous invite pour le bien de votre journal et le commerce détaillant à continuer à nous intéresser en écrivant en francais un article chaque semaine. La prospérité ira toujours en grandissant, senlement que si nous laissons de côte toute question de clocher, qui j'en suis sûr la Province de Québec est la premiére â mettre en pratique.

Rien ne peut exprimer mieux l'idée de la réalité que les gravures dont vous vous êtes servis. Nul doute que ceci fera un grand bien pour notre commerce.

Comme président de la section des marchands de ferronnerie de Montreal, tresorier du district re Montréal et deuximiéme vice-president de la Province de Quebec de l'association des marchands détaillants du Canada je suis doublement intéressé a votre artic- un représentant d'expérience au gouvernement d'Ottawa et á tout les gouvle. Notre association a continuellement ernements Provinciaux pour surveiller les actes de legislature pour le plus grand bénifice de notre commerce. Merci pour votre belle réclame et continuez pour le plus grand bien de notre beau pays. Merci pour la reproduction dans votre journal des actes que notre association fait pour le bien de notre commerce.

Votre journal est pour moi indispensable à tout marchand dètaillant la ferronnerie, nous nous renseignons au jour le jour sur les prix et nous bénificions des nombreux conseils que vous mettez à notre disposition.

Veuillez agréer encore une fois les felicitations de votre devoué.

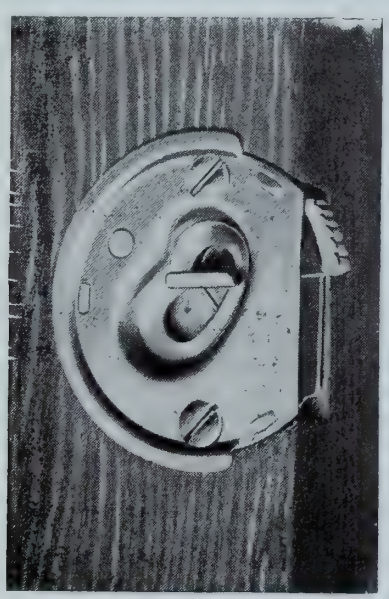
(Signed) E. Sauvé.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

"SNIVEY" SASH FASTENER

The Klay-Kirsh Company, 1221 East Broadway Toledo, Ohio, are placing on the markets a new patented window fastener called the "Snivey." This product is claimed to be burglar-proof, as the fastener sets flush with the window sash, and according to the manufacturers, cannot be jimmied. It is designed so that any force applied from the outside, is intended to cause the pawl to become more firmly set. Other favorable points, state the makers, are that it does not interfere with the curtains, and allows the window to be opened to any desired height from the inside, but will lock at that position and thus prevents further opening from outside influences.



"Snivey" Sash Fastener

CANADIAN METALINE NAILS

Canadian Metaline nails have been added to the regular lines of cut carpet, shoe tacks and cut nails manufactured by the Dominion Tack & Nail Company, Limited, Galt, Ontario. The new product is enamelled to match any colour of leather. Other additions to their lines are brass and brass plated chair nails, solid head steel and brass plated thumb tacks and steel drawer glides.

NEW SQUARE D MOTOR STARTING SWITCH

A new type of motor starting switch in various sizes has recently been placed on the market by the Square D Company, Walkerville, Ontario. It is a single throw positive make, quick make and break switch with cover control which prevents throwing the switch on except when the cover is closed and prevents the opening of the cover until the switch is thrown off. The cover control may be rendered inoperative by a key supplied to authorized persons. A further refinement of the cover control is to be added which will allow the cover to be locked so that it cannot be opened without a key even when the switch is off. The company have also placed on the market a few sizes in their new line of industrial service switches.

NEW COMBINATION STOVE

Lemarre & Company, Limited, St. Remi, Quebec, are putting on the market a new combination stove for coal and wood. The above firm have now patented this, and claim it is the only one of its kind on the market. In appearance, it is similar to the ordinary cooking range, but the fire pot is different as it is built on the principle of the Quebec Heater, lined with fire brick, either with or without grates. The manufacturers claim it will give better service for heating purposes, while it will cook just as well as any range.

ELECTRIC STOVE DISCS MADE FROM QUARTZ

Electric stove insulation discs and bricks have been found to be also satisfactory when made from quartz, where formerly they were of asbestos and porcelain. According to E. J. Woodburn, of Woodburn's, Limited, Montreal, who has recently been experimenting and has now placed the new composition articles on the market, they will not break so readily and have a much greater heat resistance.

Woodburn's Limited have also been appointed sole Canadian representatives for a new electric resistance wire, which is at present being favourably marketed among leading manufacturers of electrical appliances. Wiggan & Co., Birmingham, are the manufacturers and claim this was used for years in the British navy.

NEVERSLIP TIRE CHAINS

The "Neverslip" Tire Chains are put on unit by unit. They are fastened to specially designed "Bolts" which take the place of the ordinary rim bolts on the wheels of a car.

This product is manufactured by the United Chain and Manufacturing Co., St. Catharines, Ont. The makers claim that once the bolts are installed, they become permanent equipment, and then the "Neverslip" tire chains can be put on under practically any conditions.

"Neverslip" Tire Chain

1922 MODEL "A. B. C." WASHER

The new 1922 model of the A. B. C. Electric Laundress, as announced by the makers, Altorfer Bros. Company, of Peoria, Ill., embodies 24 refinements in construction.

These new features include an aluminum wringer with two-spring tension, 12 inch rolls, instantaneous safety release, and nickeled adjustable aluminum drain board; an improved wringer control mechanism with positive locking device that automatically locks the wringer in any of 20 different positions; the use of machine cut gears throughout; a threaded drain spout set at a 45° angle; a sediment drain groove in bottom of tub; the use of aluminum rivets to attach tub to frame; a nutmeg push button switch; large pressed steel quiet casters; spring latch on cylinder cover; one-piece snug-fitting, non-warping cover on cabinet; nickel-plated operating handles; one-piece "cord tire" belt; oil grooves in main gear case bearings; lock nuts on set screws to preserve alignments of shaftings—and numerous other minor betterments.

Weekly Hardware Market Reports

STATEMEETS FROM BUYING CENTRES

Markets at a Glance

PRICE developments on the current hardware markets are of an extensive nature, including new discount levels on compression goods, lower quotations having been announced on standard globe, angle and check valves. Reductions are also recorded on various makes of similar products. Easier price levels appear on malleable fittings, in both black and galvanized, while the discounts on cast iron fittings, plugs and unions are revised, thus registering another price reduction. Easier price levels are recorded on the Canadian Stillson wrenches; the Universal line of bread mixers; fireweld and electric-weld coil chain, in both proof and B.B.B. qualities; the Potts' line of sad irons in polished and nickle-plated sets; and also agricultural and knife-handled wrenches of various patterns. A reduction of approximately 10 per cent. has been announced on lower priced hand saws, with other qualities unchanged. Harness and saddlery chains, including halter chains, breast and trace chains, are under revision, while a new list of net quotations has been issued on wrought steel and nickle-plated butts. There has been a varying decrease on the different grades of bar iron and steel in some quarters, with prices generally showing a tendency to sag. A further decline is noted in poultry netting staples; while slight decreases appear on various lubricating oils, including paraffine, cylinder, machine and gas engine oils, also black oil, both summer and winter grades. Price advances on both linseed oil and turpentine feature the paint markets this week. Some improvement in demand is foreshadowed in the sheets markets by placing of contracts in primary centres, and the prevailing rate of output reported by mills. Just moderate trade is evident in scrap materials, with some easier levels noted in ingot metal prices.

Montreal Markets

MONTREAL, January 26.—Another lengthy budget of price revisions is apparent on the current hardware markets. Reductions appear on bar iron and steel; fireweld and electric weld coil chain; standard globe, angle and check valves; the Universal line of bread mixers; Stillson wrenches of Canadian pattern; and the Pott's make of sad irons in polished and nickle-plated sets. Easier price levels are also recorded on harness and saddlery chains, including halter, breast and trace chains. The extent of the reduction is approximatly ten per cent. Revised discounts are noted on agricultural and knife-handled wrenches, thus bringing quotations on these products to lower levels. A decline is also announced on lower priced hand saws. Through a change in discounts, lower quotations are now in effect on cast iron pipe fittings, plugs and unions. A similar downward revision is made in prices on malleable fittings, both black and galvanized. Little variation is noted in the sheet markets, with conditions on ingot metals evidently again on the downward trend.

SLIGHT REDUCTION ON MRS. POTT'S SAD IRONS

Montreal.

Mrs. Pott's sad irons, both polished and nicke. plated are slightly reduced in price. Polished will now sell for $1.81, nickel plated $1.87 per set.

EASIER PRICES NOTED ON STILLSON WRENCHES

Montreal

Canadian Stillson wrenches in all sizes show a slight reduction, the discount being revised from 50 per cent. to 52½ per cent. off list prices. List prices are shown on current market pages.

LOWER PRICED HAND SAWS SHOW PRICE REDUCTION

Montreal

A reduction of approximately 10 per cent. is announced by certain manufacturers on their lower priced hand saws. The finer quality lines remain unchanged up to the present.

REDUCTION IN HARNESS AND SADDLERY CHAIN

Montreal.

Harness and saddlery chains, including halter chains, breast chains, and trace chains, show a reduction in price of approximately 10 per cent.

REVISED DISCOUNTS ON SOME LINES OF VALVES

Montreal

Standard globe, angle and check valves are reduced approximately 6 per cent., while the Emco line of globe and check valves show a more substantial reduction with discounts revised from 20 per cent. to 33 per cent off list prices. The standard valves will now sell at less 20 per cent. Other lines of compression goods are unchanged for the present, with business said to be of a spasmodic nature, although generally showing a slight improvement since the close of inventory period. Following are present discounts;

Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	30%
Basin cocks, Fuller No. 0	30%
Do., Nos. 1 and 2	30%
Flatway stop and waste cocks, std	54%
Roundway stop and waste cocks, std.	46%
Brass steam cocks, standard	40%
Do., removable disc	58%
Globe, angle and check valves, standard	25%
Gate or straightway	16/10%
Emco Globe valves	33%
Emco check valves	33%
Jenkins Globe, angle, check and swing check	19%
Jenkins Iron body gate	33%
Jenkins gate or straight way	25%
Jenkins iron body, globe and angle	15%

UNIVERSAL BREAD MIXERS NOW LOWER IN PRICE

Montreal

A reduction of substantial proportions is recorded on both sizes of Universal bread mixers. No. 4 will now sell for $33.95 a dozen, No. 8 for $44.90 per dozen.

REDUCTION IS MADE ON BAR IRON AND STEEL PRICES

Montreal

Reduced prices are announced on all grades of bar iron and steel, and common bar iron will now sell for $2.65, a reduction of 25 cents per hundred pounds. Other lines show a proportionate decline with the exception of the higher grades of steel, such as mining tool steel and Black Diamond tool and cast steel, these being reduced ½ cent per pound. Although former prices were considered reasonably low, and many thought the next revision would be in the nature of an advanec, the trend of the market is undoubtedly still downward, due for the most part, according to local dealers, to the dull period at present apparent. One large local distributor stated that competition played no small part in present reductions. While business in these lines is at present seasonably quiet, there is every reason to believe that an improvement is in sight, and in the hope of securing the earlier trade some houses offered the lower figures, which were soon followed by the remainder. Following are revised quotations;

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SLIGHTLY EASIER TONE IN LEAD PRODUCTS

Montreal.

There is now a slightly easier tendency in the undertone of lead products in general, because of the softer tone ingot metals recorded in the last few weeks. This is not yet extensive enough to have any marked effect on the finished products, and a continuance of lower prices in primary circles is not looked for at the present time. However, for the present, the same amount of firmness that was displayed in these markets a few weeks ago is not now apparent. Following are the local prices now in effect:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 28½
Do., strictly, lb.	0 26½
Do., commercial, lb.	0 23½
Do., wiping, lb.	0 24½
Do., wire, lb.	0 32½
Zinc sheets, casks	0 11½
Do., broken lots	0 12

BRASS AND COPPER GOODS STILL FAIRLY FIRM

Montreal

Notwithstanding certain developments in New York exchange, and the easier tone now reported on copper in primary markets, sheets, rods and tubing, both in brass and copper, are holding fairly firm. There was every indication of higher prices a few weeks ago on sheets but it is now thought the softer tone in the ingot metal will check this to quite a degree. Unchanged local prices are as follows:

BRASS—	Base.
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier	0 34
Plain tinned, 16 oz. and heavier	0 39
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

FURTHER DECLINE IN PRICES OF P. N. STAPLES

Montreal

Lower quotations again appear on poultry netting staples, a reduction appearing on these only two weeks ago. Following are prices now quoted;

P. N. STAPLES—	Galv. Per 100 lbs.	Bright.
10-lb. boxes	8 05	8 95
25 and 50 lb. boxes	7 55	8 45
100 lb. kegs	6 55	7 45

RANGE BOILERS STILL AT UNCHANGED QUOTATIONS

Montreal.

The standard list on range boilers still remains unchanged, with the 30 gallon boiler nominally quoted at $8.75. There was an effort put forth by different dealers last week to stabilize the present unsettled condition in the selling of these products, but up to the present nothing definite has been accomplished. Although some are of the opinion that a higher list of quotations will make its appearance it remains in doubt whether this will have the desired effect on the local market. Following are present quotations;

RANGE BOILERS—	Standard.	Ex. Heavy
30 gallon	$ 8 75	$11 25
35 gallon	11 25	13 50
40 gallon	13 50	16 00
52 gallon	20 00	24 50
66 gallon	28 00	34 00
82 gallon	35 00	46 50
100 gallon	45 00	55 00
120 gallon	54 00	63 25

GASOLINE AND COAL OIL PRICES ARE UNCHANGED

Montreal

Although a softer tone has crept into the oil markets at primary centres, there is no change in local quotations on petroleum products. One dealer stated that although there was an easier tendency, assisted also by the quiet season for practically all products, there was no present indication of a recession in prices. Motor grade gasoline is quoted at 32½ cents, higher grade at 35½ cents. Coal oil quotation, 22 cents.

LITTLE VARIATION NOTED IN SHEET MARKETS

Montreal

Local quotations on sheets are nominally unchanged with business in the various lines still of a moderate nature. Although the steel market, insofar as bar iron and steel is concerned, is again easier with lower prices now given, there is no present indication of a revision in sheets. On the other hand the market is said to be far from a healthy standing. Present levels are generally conceded comparatively low, but with increased business now in sight, with the approach of spring months, competition will be of such a nature that price concessions will have to be offered to secure business. This may only be of a temporary nature, with increased trade later on remedying any unsettlement. Unchanged nominal quotations are as follows;

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 60
28 gauge	6 35	7 20
26 gauge	6 05	6 85
22-24 gauge	5 90	6 60
20 gauge	5 75	6 45
18 gauge	5 75	6 35
16 gauge	5 60	6 35
14 gauge	5 45	6 35
12 gauge	5 30	6 35
10 gauge	5 20	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 75	7 25
26 gauge	7 50	7 00
24 gauge	6 90	6 60
22 gauge	6 55	6 15
18-20 gauge	5 85	6 00

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide. 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 50
20 x 28 IC, 112s	17 00
20 x 28 IX, 112s	19 00
20 x 28 IXX, 56s,	10 75
20 x 28 IXXX, 56s	11 50

TERNE PLATES

20 x 28 IC, 112s	16 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 00 box
12 x 24 x 60s	8 25 box

LOWER PRICES ANNOUNCED ON COIL CHAIN

Montreal.

A reduction of varying extent is announced on fire weld and electric weld coil chain, in both proof and B. B. B. qualities. This reduction follows many other heavier lines of iron and steel products which have shown easier quotations since the first of the year. New lower prices will be found on current market pages.

QUOTATIONS IN SOIL PIPE REMAIN UNCHANGED

Montreal

Current quotations on soil pipe and fittings remain unchanged, with the movement now seasonably quiet. Although present prices on these lines are considered very low with replacement figures, and are due to a great extent to competition, dealers state there is no immediate sign of a revision, and the market will in all probability continue fairly steady until the more active season in the Spring months. Following are the unchanged discounts:

SOIL PIPE—	
2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

CORRUGATED SHEETS REMAIN AT RECENT DECLINE

Montreal.

No further change is recorded in the market for corrugated sheets since the revision last week. Dealers look for a fairly steady position now on these products, current quotations being well down in proportion to flat sheets. However the situation on the latter is anything but promising, with lower prices not unlikely before the active period in later months commences. Business remains seasonably quiet at the following quotations:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

Do., Table Spoons				5 50
$15 90	$17 70	$21 20	$28 00	$36 80

NO CHANGE IN WROUGHT IRON AND STEEL PIPE

Montreal

There has been no price development in wrought iron and steel piping since the issuing of list No. 54 a few weeks ago. Sales are seasonably small at present, although considered fair for the present season of the year.

REVISED DISCOUNTS ON ARGICULTURAL AND KNIFE HANDLED WRENCHES

Montreal

Discounts are revised on the regular agricultural, William's and Coe's knife handled wrenches. Agricultural are now quoted less 52½ per cent, W. & B. less 45 per cent., and Coe's less 40 per cent off list prices.

METAL MARKETS ON THE DOWNWARD TREND

The trend of the metal markets has been downward in all lines, and the London market is especially weak. The cause of the decline is unknown unless it is the unsettled condition in Europe, but certainly the tone of the market is disappointing.

TIN.—The London market continues to drop and is now down £16 a ton from the highest point reached last month. Stocks are undoubtedly large while the price is now very low. Local market is easier at 36½ cents.

COPPER.—This metal is lower, both in London and New York. The outlook is uncertain, but to-day's figures are certainly reasonable. Consumption is below normal but should gradually increase. Local prices are easier at 17½ cents, for electro, 17¼ cents for castings.

LEAD.—This is the steadiest metal on view, and prices show little change in any markets. Supply and demand are fairly well balanced and the outlook is fairly good for this metal. Quotation unchanged at 7 cents.

SPELTER.—Both London and East St. Louis continue to decline, and there seems little back bone to the market. It would not, however, take much buying to again stiffen prices. Local quotation remains at 7½ cents.

ANTIMONY.—Although antimony is very quiet, and the trend of the metal markets in general is downward, quotations are unchanged up to the present at 6¾ cents for Chinese, 7¾ cents for high grade English.

ALUMINUM.—Quotations on this metal are also unchanged at 26 cents, with the market dull and featureless.

Toronto Markets

TORONTO, January 26.—Another extensive budget of price developments attracts particular attention to the current hardware market reports. New discount levels have been announced on compression goods, with lower quotations on standard globe, angle and check valves. Substantial reductions are also recorded on various makes of similar products. Easier price levels appear on malleable fittings, in both black and galvanized, while cast iron fittings, plugs and unions, all have lower quotations through revised discounts. Other reductions are recorded on agricultural wrenches, with lower prices on adjustable and knife-handled wrenches of the Williams make. Pliers and other lines also register a general downward revision. Many lubricating oils are slightly reduced in price, this development reflecting the easier trend in the oil markets outlined in a previous issue. These current changes affect paraffine; black oil, both summer and winter grades; cylinder, machine and gas engine oils. A revised list of net prices has been issued on wrought steel and nickel-plated butts. There is also a new price list on both fireweld and electric weld coil chain, showing substantial reductions on the various sizes. Quotations are sagging on bar iron and steel, with price shading having almost resulted in a general lowering of current base prices.

NEW DISCOUNT LEVELS ON ADJUSTABLE WRENCHES

Toronto

There has been a general downward revision announced by the manufacturers of the Williams line of wrenches and pliers. This applies to adjustable and knife-handled wrenches, as well as several other products. The new discounts show a varying range of decline, with a most substantial reduction on some lines, and a moderate decrease on others.

PRICE REDUCTION ON MANY LUBRICATING OILS

Toronto

A slight reduction has been announced in prices on various grades of lubricating oils. This change affects such refined oil products as black oil, both summer and winter grades, cylinder, machine and gas engine oils. Paraffine is also revised, the reduction being one-tenth of a cent per gallon.

Quotations on gasoline in domestic circles remain unchanged, but some easier levels have recently been announced in New York and other Southern primary centres. Crude oil prices are also in a sagging condition, production of crude in Mexican and U. S. oil fields continuing to record an increased volume week by week.

The new levels on lubricating oils and paraffine, are contained in the current market quotation pages.

REDUCTION RECORDED ON AGRICULTURAL WRENCHES

Toronto

Through a revision in the discount, quotations on Agricultural wrenches are again on an easier level. The new discount is 50 and 5 per cent. off, compared with the previous quotation of 50 per cent.

REVISED NET PRICES ON WROUGHT STEEL BUTTS

Toronto

A revised list of net prices on wrought steel and nickel-plated butts and hinges has been announced. Some slight changes are reported, but on the majority of lines quotations are practically unchanged.

COIL CHAIN PRICES NOW ON REDUCED LEVELS

Toronto

Lower prices have been announced on firewe'd and electric weld coil chain, in both proof and B. B. B., qualities. Following are some of the revised quotations appearing on the local market:

COIL CHAIN—	Proof.	B.B.B.
Fireweld.		
3/8 inch	$13 65	$16 00
7-16 inch	11 25	13 75
1/2 inch	11 25	11 75
5/8 inch	10 50	.....
Electric weld.		
3-16 inch	$16 25	$19 50
1/4 inch	15 50	17 75
5-16 inch	12 75	15 75
3/8 inch	10 60	.....

REVISED DISCOUNTS APPEAR ON COMPRESSION GOODS

Toronto

Through a revision in the discounts, varying reductions are announced on certain lines of compression goods. These changes principally affect globe, angle and check valves. The discount on the standard, has been revised from 20 to 25 per cent., and a number of similar quotations have a'so been announced, the extent of the decline being greater on some other valves. Following is the new list of quotations on these products:

COMPRESSION GOODS—	
Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	32%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Round-way stop and waste cocks, standard	46%
Brass steam cocks, standard	40%
Globe, angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25|10%
Jenkins Globe	19|10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco, swing check, 3/8 in. and 1/2 in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33
Emco gate valves, standard	25%
Do., Do., Do., J. D.	33%
Unions, 1/8 in. 2 1/2 to 4 in.	47%
BASIN COCKS—	
No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	43%

STEADY UNDERTONE IN COPPER AND BRASS GOODS

Toronto.

Quotations on brass and copper products are remaining at the revised levels recently effective, and distributors state that these markets reflect the tone of copper on the primary metal centres. While copper is slightly easier in position, the current demand has nominally receded, a condition which is due to the prevailing quietness at this season of the year. Prices on tubing, sheets and rods, are generally maintained at the following levels:

BRASS—	
Sheets, base, per lb.	$ 0 23
Tubing, base, per lb.	0 25
COPPER—	
Rods, base, per lb.	0 20
Soft sheets, plain, 16 oz. and heavier, lb.	0 30
Do., plain tinned 16 oz. and heavier, lb.	0 37
Do., polished and tinned 16 oz. and heavier, lb.	0 42
Tubing	0 29

NET QUOTATIONS ON THE STANLEY LINE OF TOOLS

The revised net quotations now effective on the Stanley line of tools are based upon declines on these products recently announced. The extent of the reduction varies on the different lines, in some cases showing a substantial lowering of prices, while in others the drop is not so apparent. The new levels available for inventory valuation are as follows:

STANLEY TOOLS—	
Bevels	
No. 18 x 6 in., per doz.	9 00
No. 18 x 8 in., per doz.	11 55
No. 18 x 10 in., per doz.	12 55
No. 25 x 6 in., per doz.	5 85
No. 25 x 8 in., per doz.	6 55
No. 25 x 10 in., per doz.	6 85
No. 25 x 12 in., per doz.	7 60
BIT BRACES—	
No. 915 x 8 in., sweep, per doz.	32 75
Do., 10 in.	33 70
Do., 12 in.	34 65
No. 919 x 10 in., sweep, per doz.	45 70
Do., 12 in.	47 10
Do., 14 in.	59 05
No. 921 x 10 in. sweep, per doz.	47 25
Do., 12 in.	48 85
Do., 14 in.	50 40
No. 945 x 10 in., sweep, per doz.	27 00
Do., 12 in.	27 45
No. 946 x 10 in., sweep, per doz.	17 50
Do., 12 in.	17 95
No. 966 x 10 in., sweep, per doz.	9 50
Do., 12 in.	9 85
No. 965 x 10 in., sweep, per doz.	19 20
Do., 12 in.	19 65
No. 965N x 10 in., sweep, per doz.	23 40
Do., 12 in.	23 85

WOOD LEVELS—

Assorted lengths

No. 00, $12 40 per doz.; No. 0, 13.80; No. 2, $19.80; No. 3, $24.25; No. 5, $31.85; No. 10, $30.00; No. 30, $31.85.

MITRE BOXES—

No. 50½, $8.30 each; No. 242, $17.95; No. 244, $18.35; No. 246, $18.85.

PLANES—

No. 3, $3.05 each; No. 4, $3.35; No. 4½, $3.85; No. 5, $3.85; No. 6, $4.90; No. 7, $5.65; No. 8, $6.70; No. 9, $7.65; No. 9½, $1.75; No. 9¾, $2.05; No. 16, $2.05; No. 17, $2.40; No. 18, $2.25; No. 19, $2.35; No. 26, $2.85; No. 28, $3.55; No. 35, $3.20; No. 36, $3.60; No. 101, $0.34; No. 102, $0.64; No. 103, $0.88; No. 110, $0.68; No. 120, $1.25; No. 130, $1.30; No. 220, $1.30.

RULES—

No. 51, $3.60 per doz.; No. 61, $2.70; No. 62, $8.65; No. 66½, $5.25; No. 66¾, $16.35; No. 68, $2.30; No. 70, $4.30; No. 84, $6.80.

TRY SQUARES—

No. 20 x 4½ in., $4.85 per doz.; 6 in., $6.50; 7½ in., $7.05; 8 in., $7.30; 9 in., $9.05; 10 in., $9.80; 12 in., $12.05.

SCREW DRIVERS—

No. 20 x 3 in., $3.00 per doz.; 4 in., $3.60; 5 in., $4.25; 6 in., $5.10; 8 in., $6.25; 10 in., $7.85.
No. 45 x 4½ in., $3.60; 5½ in., $4.25; 6½ in., $5.10.
No. 55 x 4 in., $3.60; 5 in., $4.25; 6 in., $5.10; 8 in., $6.25.
No. 70 x 3 in., $2.40; 4 in., $2.60; 5 in., $2.90; 6 in., $3.15; 8 in., $4.15; 10 in., $4.95.
No. 80 x 3 in., $1.85; 4 in., $2.20; 5 in., $2.30; 6 in., $2.50; 8 in., $3.40; 10 in., $4.10.

VICTOR VISES—

No. 741, $1.30 each; No. 742, $1.55; No. 743, $1.85; No. 744, $2.20; No. 745, $2.55; No. 746, $3.95; 761, $1.65; No. 762, $1.90; No. 763, $2.20; No. 772, $1.90.

MALLETS—

No. 4, $3.80 per doz.; No. 6, $15.40; No. 10, $12.60; No. 11, $14.60; No. 12, $18.55; No. 13, $22.45.

REDUCTIONS IN MALLEABLE AND CAST FITTINGS

Toronto

A decline of approximately 10 per cent. has been announced in the quotations on malleable and cast iron fittings, plugs and unions. This change revises the discount on cast fittings, and also the prices on pound goods, both black and galvanized. The new lists are expected to place the market on these products at a basis for Spring business anticipations. Following are the latest revisions:

PIPE FITTINGS—	Per cent.
Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	10%
Do., countersunk	net
Bushings, small	32%
Bushings, cast	32%
Unions, 1/4 in. to 2 in.	47%
Unions, + in., 2 1/2 to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., 1/8 to 2 in.	33 1/2%
Do., 1/8 in., 2 1/2 in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. 1/8 to 4 in., close and short	50%
Do., 4 1/2 in. and larger	40%
Do., long, 1/8 in. to 4 in.	60%
Do, 4 1/2 inch and larger	50%
Do., running thread	30%
Couplings, 4 in. and under	30%
Do., 4 1/2 in. and larger	10%

MALLEABLE FITTINGS—	Black	Galvanized
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

QUOTATIONS SAGGING ON BAR IRON AND STEEL

Toronto.

Prices show softness in the market for bars and shapes, with certain producers in the South having cut prices on bars around $1.00 per ton in the effort to obtain sufficient orders to keep the mills running at a moderate capacity during the present season. There has been no general changes recorded, however, but the current activity in steel circles contains more of an expectation for Spri[illegible] improvement than an actual volume of trade at present. Quotations are described as sagging, but whether this condition will spread to the local distributors also, cannot be ascertained. The following prices are nominally in effect, with shading for any attractive order being general:

IRON AND STEEL—		
Mild Steel bars, base	3 00	3 25
Mild steel bands, 3-16 in. base	3 50	3 75
Bar iron, base	3 00	3 25
Angle iron, base	3 10	3 35
Horseshoe iron	3 75	4 10
Tire steel	3 50	3 75
Spring steel	5 50	6 00
Sleigh shoe steel	3 00	3 25
Hoop steel	3 75	4 25
Norway iron	12 50	15 00
Toe caulk iron	4 00	4 50
Crucible cast sheet steel	30 00	.35 00
Mining drill steel	.. ..	18 50
Cast tool steel, high grade	30 00	36 00
Cast tool steel, medium	20 00	23 00

RANGE BOILER PRICES STILL BEING SHADED

Toronto

With sales of range boilers still of a small order, quotations are nominally unchanged but price-shading continues among certain distributors. The present period does not offer much assistance in improving this situation, dealers being anxious to obtain orders, even with a considerable price concession. It is the opinion of some that increased volume of trade in the early spring months will remedy the matter, and stocks will by that time have become depleted. Others again admit they cannot find a solution

for the problem, and it is their belief that much the same condition will prevail until dealers in general are unwilling to sacrifice their profit on boilers, and this may be a slow road to recovery from the present state of affairs. The most general quotation on the 30 gallon boiler is $8.75, with the following prices on other sizes:

RANGE BOILERS—	Standard.	Ex-Heavy
Size.		
30 gallon	8 75	11 25
35-gallon	11 00	13 25
40 gallon	13 50	16 00
52 gallon	20 00	24 50
66 gallon	28 00	34 00
82 gallon	35 00	46 50
100 gallon	45 00	55 00
120 gallon	54 00	63 25
144 gallon	78 00	93 00

IMPROVEMENT FORESHADOWED IN SHEET MARKETS

Toronto

Orders for sheets and plates are said to be of a moderate nature, but in fair proportion for this season. Steel companies generally report more anticipations for a higher rate of output during the next few months than of an upward trend to prices. Prevailing quotations are nominally unchanged, but it is recognized that any large-sized order might result in slight concessions.

Tin plate mills are still reported running at a high rate of production. The recent appearance in certain markets of some larger projects, points to a more general recognition of the present degree of liquidation in the steel industry, and is also construed as foreshadowing an increased volume of construction work with the approach of the open season. Nominal prices remain as follows:

BLUE ANNEALED—		
10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65
BLACK—		
18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis.
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 60	7 10
22 gauge	7 15	6 65
18 and 20 gauge	7 00	6 50
Premier and Apollo.		
10¾ oz.	6 25	7 00
U. S. 28 base	5 85	6 60
U. S. 26	5 55	6 30
22 and 24	5 40	6 15
18 and 20	5 25	6 00
16	5 10	5 85
12 and 14	4 95	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	6 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 shets	9 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

JUST MODERATE TRADE IN SCRAP MATERIALS

Toronto

Considering that the majority of consumers are still confining their chases to current needs, dealers report that there is a fair amount of business being done. Business in scrap rubber is low, but copper scrap has continued to move, although less actively than during recent weeks. There have been no developments to record in other meta's, they having moved very slowly. Activity in iron and steel scrap is somewhat restricted. The following are averages of dealers' buying prices for fairly large quantities:

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	12 50	13 50
Grate bars	11 50	12 50
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 50
Heavy lead	4 00	4 50
Tea lead	2 00	2 50
Scrap zinc	3 75	4 25
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

QUIET BUSINESS IN SOIL PIPE WITH NEW DISCOUNTS MAINTAINED

Toronto.

Soil pipe and fittings are still being quoted at the recently revised discount levels, with current business described as quiet. It is considered a little early in the season for any marked revival. Prices on American 8-inch extra heavy soil pipe and fittings are now quoted on an easier level, but this size is in very little request, and domestic quotations remain at net list.

SOIL PIPE—	
2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net
FITTINGS—	
2 to 6 inch fittings	50 and 5%
8 inch fittings	net

WOULD SHADE BOILER TUBE PRICES FOR GOOD ORDER

Toronto.

Prices on boiler tubes are nominally unchanged, with trade in these products of a quiet nature. Dealers state that the following quotations represent the average market. Any changes that might be made would constitute slight fluctuations, with little variation from the prevailing levels. Such see-sawing from week to week could hardly record any substantial change, according to the opinion of one local distributor. However, it was freely admitted that such price-shading from these figures is general, if any attractive business is in sight. For general purposes, however, the following quotations are generally in effect:

BOILER TUBES—	Seamless.	Lapweld.
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	28 00	22 00
2¼ inch	32 00	25 00
2½ inch	40 00	27 00
3 inch	44 00	35 00
3½ inch	60 00	40 00
4 inch	75 00	50 25

QUIETER TONE RECORDED IN INGOT MARKETS

Toronto

The ingot metal markets are recording a slightly easier tone, with the exception of aluminum. Forward inquiry for aluminum has shown some improvement. A reaction from recent higher prices recorded at primary centres has developed on copper and spelter; with tin quotations fluctuating on most markets. Consuming demand is again of a quiet nature, with little activity generally reported.

COPPER.—The announcement that some copper mines are planning to resume operations in the near future, has caused a reaction from the firm position recently noted in copper circles. Some very slight concessions in price were again offered during the week to induce buyers to re-enter the market, but only declines have resulted. It is stated that large consumers are booked up for the present and are adopting a waiting position as regards futures. The local situation has failed to register any improvement, quotations remaining at 17½ and 18 cents.

TIN.—The tin market continues to fluctuate at primary centres, but there is little fundamental change to record. Prices have eased in London, and this has not encouraged the immediate outlook. Consumers' buying is reported light. Local actitvities are unchanged, with prices nominally quoted at 38 cents.

LEAD.—This metal has been quiet, but large producers are maintaining quotations, in spite of the absence of interest. It is reported that London stocks are fairly low, and an improved inquiry from this direction is expected in some quarters. Meanwhile, the local quotations are unchanged, generally ranging at $6.75.

SPELTER.—An easier tone has also been recorded in this market, and the improvement of recent weeks is only slight evidence now. Some concessions are reported from primary markets, but prices on domestic centres are generally unchanged, the local figure being $7.25.

ANTIMONY.—With prices locally ranging between 8 and 10 cents, there is little new to record in this market. Southern primary centres report an easier tone.

ALUMINUM.—The tone is firmer in aluminum. Consuming inquiry for forward delivery is reported better, and prices are moving up in some quarters. The change is only slight, however, as yet. Local prices still remain at 27 cents.

London Markets

LONDON, Jan. 26.—Lower quotations are noted this week on standard valves, including globe, angle and check, this revision appearing through changing discounts. Reductions are also recorded on the Wise line of shears and scissors, carpenters' chalk, agricultural wrenches, and Desolvo. There has been a rearrangement in the discounts on Dominion ammunition, but prices are not changed from the recent new levels. The revised net quotations on the Stanley line of tools are now in general use.

Hardware trade in this district has registered a slight improvement during the past week, orders being larger and more numerous.

REDUCTION ON WISS SCISSORS AND SHEARS

London, Ont.

New reduced prices are announced on the Wiss line of shears and scissors. The decline is approximately 12½ per cent. Quotations are now at the revised lower list, less 33-1/3 per cent.

LOWER QUOTATIONS NOTED ON CARPENTERS' CHALK

London, Ont.

The new quotations on carpenters' chalk are now around 10 per cent. lower than formerly. The revisions are as follows:

White, $2.00 per gross. Red and Blue, $2.60 per gross.

REVISED DISCOUNTS NOTED ON STANDARD VALVES

London, Ont.

Through a revision in the discounts lower prices are now in effect on standard valves, both globe, angle and check. The new quotations on these products is list less 52 per cent. A similar change is reported in the Jenkins pattern, the discount of 33 per cent. being quoted.

AGRICULTURAL WRENCHES REGISTER LOWER PRICES

London, Ont.

The new net quotations on the Agricultural wrenches are approximately 5 per cent. lower. Following are the revisions:

AGRICULTURAL WRENCHES—
6 in., $4.70 per doz.; 8 in., $5.65; 10 in., $6.60; 12 in., $8.40; 15 in., $11.40.

REDUCTION IN PRICES NOTED ON DESOLVO

London, Ont.

Reductions are also announced this week on Desolvo, the extent of the decline being 50 cents per dozen cans. This change brings the revised prices to $5.50 per dozen cans; and $5.00 per dozen in two-doz. lots.

FIRM TONE REMAINS IN TURPENTINE MARKETS

London, Ont.

Turpentine prices continue firm at the recently higher levels. There has been no revision in quotations, with the condition of present stocks described as low. Prices follow:

TURPENTINE—	Imp. Gal.
1 bbl. lots	$ 1 30
2 to 4 barrel lots	1 29
5 gallon lots	1 45

REVISION IN ARRANGING AMMUNITION DISCOUNTS

London, Ont.

Another revision in the arranging of discounts on Dominion shells and ammunition, merely reduces the number of discounts but does not materially change the prices. The later figures announced are as follows:

DOMINION AMMUNITION—
All metallic cartridges, rim, centre fire and military, list less 55 per cent.
Crown, Sovereign and Regal loaded shells, list less 50 and 2½ per cent.
Canuck and Imperial loaded shells, list less 50 and 5 per cent.
Empty shells, list less 30 and 2 per cent.

FIVE PER CENT. REDUCTION NOTED IN TOOL PRICES

London, Ont.

New net quotations on the "Yankee" line of tools are now available, showing an approximate reduction of 5 per cent. Following are prices on some of the popular lines:

"YANKEE" TOOLS—
Ratchet Screw Drivers
No. 11 x 2 in., $8.00 per doz.; 3 in., $9.80; 4 in., $10.45; 5 in., $11.50; 6 in., $12.90; 8 in., $14.65.
No. 12, $11.40 per doz.
No. 15 x 3 in., $9.10; 4 in., $9.50; 5 in., $9.90.
Spiral Screw Drivers
No. 30, $36.60 per doz.; No. 31, $49.10; No. 130, $41.80; No. 131, $56.40.
Automatic Drills
No. 40, $35.55 per doz.; No. 41, $31.75; No. 42, $25.10; No. 43, $15.85; No. 44, $38.20.

REVISED NET PRICES ON STANLEY TOOLS

London, Ont.

On another page in this section are inserted the net prices on some of the Stanley Level Co. make of tools, figured at the recent lower quotations. Some lines show little change, and others record a decline of around 10 per cent.

JUST FAIR BUSINESS IN SHOVELS AND SCOOPS

London, Ont.

Snow shovels and furnace scoops do not record the brisk activity that is usually expected in these lines at this season. Dealers report that business is just fair as regards these products, but prices are holding firm at the following levels:

SNOW SHOVELS—	Doz.
Prince L. handle	5 50
Common Japanned	4 00
Kink D handle	8 00
Moose D handle	10 50
Prince D handle	7 20
FURNACE SCOOPS—	
Long handle	5 50
D. handle	5 50

IMPROVED DEMAND FOR CROSS-CUT SAWS

London, Ont.

A better movement is now reported for cross-cut saws. Quotations on these products are holding unchanged at the following levels:

CROSS CUT SAWS:—
Maple Leaf Line.
Premier—5ft.—$5.50 each; Lance and Racer—5½ ft. $6.25 each; Pangborn—6 ft. $7.25 each.
Other Makes.
Philadelphia Lance and Champion—75c. foot.

LIGHT DEMAND FOR WHITE LEAD IN OIL

London, Ont.

Buying of white lead in oil is described as very light at present. Quotations are unchanged from the following levels:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, per 100 lbs.	13 30	13 65
Elephant	13 80	14 15

MAINTAIN CURRENT PRICE LEVELS ON LINSEED OIL

London, Ont.

There is little new to record in linseed oil as far as prices are concerned, the current levels still being maintained generally. Sales are light at the following quotations:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls, per gal	0 84	0 87
3 to 5 bbls., per gal	0 83	0 86
6 to 9 bbls, per gal.	0 81	0 84

Less barrels, add 15 cents gal.

WINDOW GLASS STOCKS DESCRIBED AS LOW

London, Ont.

The current demand for window glass is of fair proportions considering the time of year. Stock are described as very low, while prices are firm. There has been no change recorded in quotations from the following:

Single Diamond, net list
Double Diamond, net list.
Cut Lights, 75 per cent. off light list.

STILL REPORT MODERATE DEMAND FOR PUTTY

London, Ont.

There is a good seasonable sale at present for putty, and dealers state the demand has been fair for this time of the year. There has been no change in the price from the following levels.

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 55
Pure, 100 lb. drums	7 80
Do., 25 lb. drums	8 05

IMPROVED SALES RECORDED FOR CARPET SWEEPERS

London, Ont.

Carpet sweepers are among those items registering improved sales recently. This activity has also been noted in vacuum cleaners, these products being in seasonable demand. Prices remain unchanged at the following list:

CARPET SWEEPERS—	
Bissell's Line—	
Universal Jappaned, per dozen	48 00
Universal N. P., per doz.	53 00
Grand Rapids, Japanned, per doz.	55 00
Grand Rapids, N. P., per doz.	55 00
Princess, per doz.	57 00
American Queen, per doz.	60 00
Parlor Queen, per doz.	62 00
VACUUM CLEANERS—	
Bissell Makes—	
Household, per doz.	94 00
Grand Rapids, per doz.	106 00
Superba, per doz.	120 00

Winnipeg Markets

WINNIPEG, January 26.—Price revisions to lower levels are numerous this week, including new quotations on Dominion and American ammunition,—also rifles of various makes. Lower prices are also announced on linseed oil, cotton waste, Trimo wrenches, and glaziers' points. Although most of the changes are declines, another sharp advance has been recorded on turpentine.

Quietness still prevails in the sheet markets, with very little business being done in bar iron and steel.

NEW PRICES ANNOUNCED ON GLAZIERS' POINTS

Winnipeg.

A downward revision has been announced on g'aziers' points. The new quotation for zinc coated glaziers' points now is $1.00 per dozen packages.

TRIMO WRENCHES NOW REDUCED IN PRICE

Winnipeg.

The new discount recorded on trimo wrenches this week is 45 per cent. off the list. This makes the current quotations a trifle more than 10 per cent. lower than the former prices.

REDUCED QUOTATIONS ON REMINGTON RIFLES

Winnipeg

New prices are now recorded on the Remington line of rifles. The extent of the reduction varies slightly on the different mode's. Following are some of the revised prices:

REMINGTON RIFLES—12A, $23.25 each; 14A, $52.25; 6, $8.35; 4, $12.30; 4S, $18.60; 12B, $27; 14R, $51.25; 14½A, $52.25.

EASIER PRICES RECORDED ON LINSEED OIL

Winnipeg.

The recent easier trend in linseed oil markets has resulted in another reduction in domestic prices. The extent of the current decline is 3 cents per gallon, and is now quoted at 85 cents per gallon for Raw and 88 cents for Boiled in barrel lots.

QUIET CONDITION NOTED SHEET MARKETS

Winnipeg

Business on the current sheet markets is still very quiet and prices are becoming more sett'ed. There does not seem to be any benefit derived from reducing prices as there is very little business to get. It is ra her early to determine future prospects, but there is a hopeful at itude among dealers generally. Following are the unchanged prices:

STEEL SHEETS, BLACK—	
10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65
IRON GALVANIZED—	
Premier; Apollo and "Fleur de Lis"	
10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 24 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

LOWER PRICE LEVELS ON WINCHESTER FIREARMS

Winnipeg

Lower prices have been announced this week on Winchester rifles, and following are the revised quotations on a few popular models:

WINCHESTER FIREARMS—Model 1902, $8.10 each; 1904, $9.90; 1906, $23.40; 1903, $44; 1905, $51.04; 1907, $61.60; 1910, $61.60; 1890, $26.40; 1892, round barrel, $33.96; 1892 octagon barrel, $36.08; 1894, round barrel, 25-30 and 30-30, $40.01 each; 32-40 and 38-55, $38.02 each; 1894 octagon barrel, 25-35 and 30-30, $43.30 each; 32-40 and 38-55, $41.18 each.

REVISED DISCOUNTS NOW EFFECTIVE ON AMMUNITION

Winnipeg

As pointed out in last week's issue of Hardware and Metal, revised lower quotations are now to hand on ammunition. The changes in discounts are evident on both Dominion and American cartridges, and following are the revised levels now being quoted locally:

AMMUNITION—
Dominion metallic, 42 and 20 per cent. off.
Dominion shot cartridges, 42 and 20 per cent. off.
Dominion blank 42 and 20 per cent. off.
Dominion shells, Crown, 40 and 20 per cent. off; Sovereign, 37, 2½ and 20 per cent. off; Imperial or Canuck, 42 and 20 per cent. off.
American metallic, 47½ per cent. off.
Dominion list.

FURTHER ADVANCE IN TURPENTINE QUOTATIONS

Winnipeg

Due chiefly to the firm undertone on the southern primary distributing centres, prices on turpentine have been advanced another 10 cents per gallon. This revision brings the local quotation to $1.55 per gallon in one barrel lots.

REDUCTIONS ANNOUNCED IN COTTON WASTE PRICES

Winnipeg.

As outlined in a previous market report contained in a recent issue of Hardware and Metal, the easier price levels on cotton wastes have now materialized. Following are the revised quotations on both white and colored.

WASTE—Cream, polishing, 22c.
WHITE—XXX extra, 18½c; XX Grand, 17½c; XLCR, 16½c; X Empire, 15c; X Press, 14½c.
COLORED—Fancy, 15½c; Lion, 14c; Standard, 12½c; Popular J, 11c; Keen, 9½c.

Pittsburg Markets

PITTSBURGH, January 26.—Demand for steel is increasing in the new year but at a slower rate than was expected in most quarters. The result is a highly competitive market. In the trade generally, remark is being made as to the keenness of competition. The attitude of the mills is plain. Each feels that there is so little business going that it must get every order it possibly can. There seems to be a fear on the part of the individual sellers that if they once get out of the market they will never get in again. There is no thought of any mill, except very small ones, closing and waiting a few months for conditions to get better. This situation is of course due to the very large steel producing capacity existing. If one-third of the mills should withdraw entirely, the remaining two-thirds could make more steel than was required before the war when the country was very busy and consumers of steel felt they had all the business they wanted. The point must not be over.ooked that a volume of business that would satisfy consumers to a certain extent would not satisfy producers to the same extent.

Concessions More Frequent

A very decided change has come over the situation as to finished steel prices in the past ten days, one that is a matter of common remark, but the change is not that the market is quotable on a lower basis. As a matter of fact bars, shapes, plates, hoops, wire, nails, sheets, pipe and tin plate are every one quotable, in the open market, at the same figures as for a month past. Yet on the whole the market is lower. The change is that concessions from regular prices that were formerly being made on large lots have now exteneded to moderate sized lots. In some commodities the concessions are so frequent that the regular prices apply only on orders up to say 100 tons. A 250-ton order would draw a concession from the regular price when two or three weeks ago it would require an order for say 1500 tons to cause the same result.

The regular market remains quotable as follows: Bars, shapes and plates, 1.50c; hoops, 2.00c; standard steel pipe, 71 per cent basing discount; plain wire, 2.25c; galvanized wire, 2.75c; wire nails, $2.50; blue annealed sheets, 2.25c; black sheets, 3.00c; galvanized sheets, 4.00c; tin plate, $4.75. Of all these, black and galvanized sheets are easily the firmest. So far as is known, no buyer has been ab.e to budge any mill from the quotations shown, and in blue annealed sheets the market is probably firm also. Blue annealed sheets are misrepresented in some quarters by references being made to sales by plate mills. Such sales are made on the plate mill basis, and the price is necessarily lower than the blue annealed basis, but the material is not blue annealed sheets. The thickness may be the same but the finish is different and the material is practically certain to be less true to gauge. In the heavier gauges some buyers are satisfied with the plate material, when they can save money by buying it.

(Continued on page 64)

Salesmanship Doubles Trade in Paints

Comparison of Sales Arguments of Two Merchants as Applied to Paint Wherein One Merchant Talks Price and Loses the Sale While the Other Stresses Quality and Handles the Customer in a Tactful Manner

HERE WE have two pictures. The one dealer just "handles" paint. He generally complains about the weather or the price or the competition or something. He is usually the one who does the smallest paint business in town because he lets the other fellow put it over him. He waits for the business to come in and when it comes, which it occasionally cannot help doing, he loses the cream of it.

Here is a typical example of this dealer's "salesmanship":

Customer—Handle paint?

Dealer—Yes, a little, but not much demand. The people seem to be waiting for lower prices.

Customer—What's paint worth a gallon?

Dealer—$5.00.

Customer—What kind is it?

Dealer—Smith's ready mixed. I have a little of Blank's at $4.50 a gallon.

Customer—Do you think if I wait longer it will come down?

Dealer—Don't know; never can tell.

Customer—Is lead and oil better?

Dealer—Don't know. Some people say one and some say another. I'm pretty old-fashioned myself and stick to the lead and oil.

Customer—Well, I suppose my house can go another year without painting. Guess I will wait. The price sounds pretty high. It's going to be a tough winter. Lots of people out of work around here. Better hold off, I guess, to see how things look in the spring. Maybe I'll change my mind. If I do I'll let you know.

A Good Prospect Lost

Needless to say, the sale was lost. The prospect had the money and the intent to buy. What's more, his property was crying for paint, good paint. It could not stand up through another winter without a protective coating.

But this dealer never suggested that deterioration would set in; he never once confirmed the prospect's own idea that paint would save the house; he gave no talking points on the paint because he didn't know what was in it or what the comparison was; he never mentioned the advantage of painting at this season; he not only missed the sale of Smith's and Blank's, but he even lost the lead and oil sale.

The result was a lost customer, a lost profit, a lost opportunity and a prospect who went away uncertain as to whether paint of any kind was any good or not, or was necessary to his home. He made it hard for some live paint dealer to convince this man.

But the biggest loss was opportunity.

A Contrast

Contrast to this lost sale what occurs in the store of the live hardware merchant:

Customer—Handle paint?

Merchant—Yes, sir; we handle the best line there is, Smith's. Notice the Jones' house on your way down? That's Smith's; so's the church, the school, Rev. Simpson's house, and most of the best looking farm houses hereabouts.

Customer—How much a gallon?

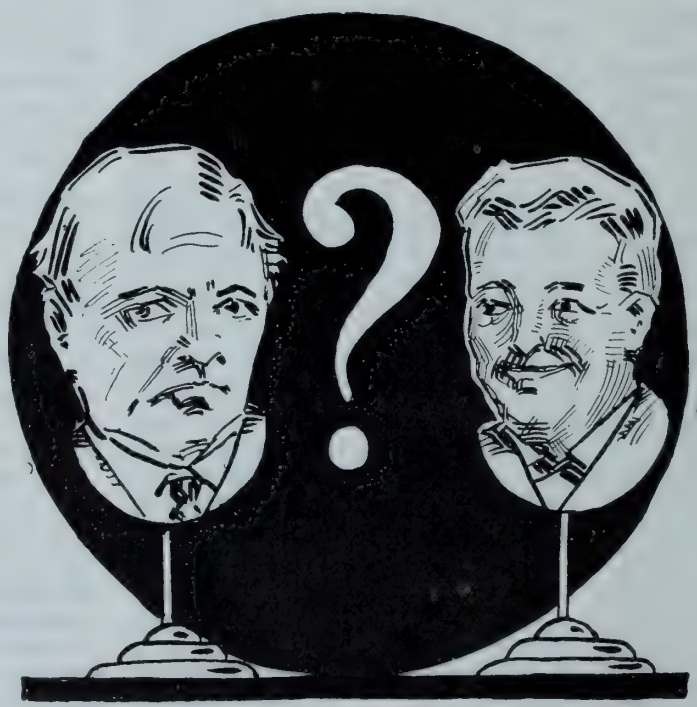
Merchant—What have you in mind painting—the house?

Customer—Thought I might if it wasn't too blame expensive. How much a gallon?

Merchant—Let's see, your house is about 30 by 30, isn't it? And about 20 feet high (customer verifies dimensions). And it needs two coats. Let's go over and we'll figure it out. (They go down the street and examine the surface, and check over the house, talking paint on the porch.) This house will require about 6 gallons of Smith's. Last year the paint would have cost you $42. I can supply you now for $30, as the price has taken three drops since then.

Customer—That isn't so bad, but someone said Blank's

(Cont'd. on page 60.)



Real salesmanship applied to paint puts a totally different aspect on the situation.

SERVICE

CONFIDENCE

FAIR DEALING

Perhaps You Wondered Too—

"The best business seal is an Honest Ideal."

THE FOLLOWING conversation took place recently between a Hardware Merchant and a mutual business friend:—

"Have you seen Lowe Brothers' Advertisements in the 'Hardware & Metal'?" "Yes! They are good aren't they?" "They sure are. I think they sound a new note in business methods, and they certainly appeal to me." "In what particular way?" "Oh! I don't know. They seem so characteristically sound. I suppose it is just a matter of opinion. They might not appeal to a hundred others just as they have to me."

In acknowledging this merchant's compliment and confidence, we wish first of all to thank him heartily and secondly, as a result of his expression, to make a declaration, to wit:

These advertisements are *not* intended to appeal to every Hardware Merchant in the Dominion for the obvious reason that our Proposition is *EXCLUSIVE*. This means that *only one* merchant in a town is allowed to sell our products. We believe in the law of attraction —that is to say, we believe "Like attracts like," and trusting this we seek, to represent us, that merchant who by virtue of his integrity is attracted to our high principles and staunch policies. Considering that every Hardware Merchant *cannot* represent us, we must necessarily strive for the best —not gauged by size—but worth.

The gentleman who made these remarks is not a "High Standard" Agent, but we expect him to be, shortly. "Like does attract like."

Lowe Brothers, Limited.
PAINTMAKERS – VARNISHMAKERS
TORONTO – CANADA

Decline in Rosin Imports Last Year

Cause of Big Decline in Rosin Imports in 1921 Compared With 1920 is Investigated—Varnish Manufacturers Not Buying for Future Needs and Had Fair Stocks on Hand—Demand From Soap Manufacturers Also Declined as Greases Became Cheaper

A REVIEW of Canada's trade returns for the year 1921 indicates a distinct falling off in total Canadian imports of rosin, particularly from the U.S., while turpentine and other naval stores were well maintained. An investigation of this matter was conducted by Hardware and Metal and some interesting information secured. In 1920, during the seven-month period, April-October, the shipments of rosin from the United States to Canada amounted to 42,937 barrels. For 1911, however, covering the same period, the figures are 24,410 barrels, or a drop of 43.2 per cent.

This falling off in demand for rosin is attributed to several causes. One of the principal factors is found in the varnish situation, which during 1921 assumed variable features not recorded in previous seasons. Supplies of this commodity for the current season's requirements were made mostly from stocks on hand, manufacturers of varnishes evidently waiting for prices to recede still further prior to extensive buying of raw materials. Rosin quotations at the commencement of 1921 were comparatively high, and a slackening in demand became apparent during the early months of last year, owing to the general impression that deflation was the "order of the day."

The comparison between this situation and that which prevailed the previous year, supplies one of the reasons for the falling off in rosin imports. In 1920, production of varnish was on a proportionate scale, having been stimulated through increased sales. The fact that stocks of this product are usually kept for several seasons, is another contributory feature, and explains why manufacturers were able to supply from stock during 1921, and at the same time only purchase rosin for a moderate degree of production.

Immediate Requirements

It must also be remembered that purchasing during 1921 covered immediate requirements only, and very little buying was done for the future, and practically none at all for speculative purposes.

The soap manufacturers as a whole did not use nearly as much rosin during 1921 as in other seasons, particularly 1920. In the latter year greases were high in price, and rosins were used by soap makers in fairly large quantities. Rosin quotations were also high, but greases registered a decline in price during the latter part of 1920, while the corresponding reduction in rosin values did not occur to the same extent until well into 1921. This factor caused soap manufacturers to use more greases and less rosin during 1921 in the preparation of their product.

THE REASONS IN BRIEF

In 1920 high prices of oils used in varnish increased the use of rosin as substitutes in cheaper grades. Last year prices on genuine products were such as to make this unnecessary.

Some rosin was imported from France, but was used by soap manufacturers, varnish manufacturers claiming it was not of the right quality for them.

General depression in trade in 1921.

Due to declining prices on rosin in 1921 manufacturers drew on stocks on hand and did not buy for future use.

Soap manufacturers did not use as much rosin in 1921, as greases were rapidly declining from previous high costs.

Turpentine Shows Increase

The imports of turpentine during 1921 show an increase in volume over the amount for the previous year. This is attributed to the fact that prices dropped towards the latter end of 1920, and with the market more or less liquidated, buying was not restricted to the extent as was rosin. The paint manufacturers required more turpentine during 1921, as paint products generally; from the viewpoint of quantity, enjoyed a prosperous season. There were no large stocks of turpentine purchased during 1920, while a similar statement may be made covering rosins for 1921.

These contributory elements, therefore, supply the reasons for the variation in the figures submitted. The corresponding figures covering imports of turpentine from the United States during the seven-month period, April-October inclusive, are as follows: 1920, 10,989 barrels; 1921, 12,776 barrels.

General Depression

Wilson, Patterson & Gifford, Montreal importers of naval stores, state that their sales of rosin showed a decrease in 1921 from those of 1920, both to varnish manufacturers and soap makers, but they attribute the decrease mostly to the general depression in trade during the year. However, during the past twelve months they imported about 4,000 barrels of rosin from France, used almost entirely by the soap manufacturers, varnish makers claiming the quality not being there. To their knowledge they are the only people who imported this French product.

For their sales to the paint and varnish industry it might be stated that two large Montreal makers have recently been importing their own supplies but of course this would have no bearing on the total import figures.

The main reason for less consumption insofar as varnish is concerned, seems to be that in 1920 the high prices of oil, including linseed and Chinawood oil, which are used quite extensively in varnish, made them almost prohibitive, especially in the cheaper grades. Rosin then was used to replace these as much as possible. It was also used quite extensively in the making of a linseed oil substitute which varnish manufacturers took advantage of. Prices on the genuine products are now down to a level where it is not necessary to use these substitutes.

SALESMANSHIP DOUBLES TRADE IN PAINTS

(Continued from page 58)

paint was the cheapest. Let's see, Smith's figures how much a gallon?

Merchant—$5.00—last year $7.00.

Customer—Isn't Blank's paint $4.50.

Merchant—I believe it is, but I don't handle it. If I thought it compared with Smith's I would handle Blank's and not Smith's. But it isn't worth $4.-50. If they charge that, it's too much because Smith's is 1 1-4 pounds per gallon heavier to start with and will take a big reduction in oil. You would need 10 gallons of Blank's paint to cover your house. Smith's is worth every cent it brings.

Customer—How about lead and oil?

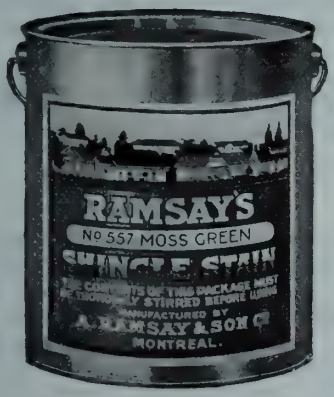
Merchant—I handle Smith's white lead too and could sell it to you. You might get by for less money and it's the best lead made. But you are going to do your own work. Smith's comes ready to use. It is heavy and can be thinned down so that 6 gallons would do your job where it would take 9 or 10 gallons of the Lead and Oil paint. And Smith's has more gloss, can be washed down, will wear better, make a better re-painting surface, will not chalk off and has oxide of iron which makes it harder and whiter. I'll stand back of the job, never had one go bad yet.

Customer—Alright, send it over to-day.

RAMSAY'S

Surface Savers

A Line That Builds Your Net Profits in Hardware Store Paint Departments



The Right Paint and Varnish to Paint and Varnish Right

"Save the surface and you save all" *Paint & Varnish*

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 80 years

Montreal

Toronto, 49 Colborne St.
Edmonton District Distributors:
Revillon Wholesale, Ltd., Edmonton.

Winnipeg, 123 Bannatyne Ave. E.
Nova Scotia Distributors:
James Simmonds, Ltd., Halifax, N.S.

Vancouver, 167 Pender St. W.
Calgary District Distributors:
The McDonald-Baker Co., 818 8th Ave., W., Calgary

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, Jan. 26.—Linseed oil furnishes the feature of the paint markets this week, showing a price advance of 2 cents per gallon The market is somewhat firmer, seed recording slightly higher figures, while a slight improvement is shown in oil demands. Whether this is only another temporary turn in the oil market, as fluctuations have been prevalent for some time past, is hard to determine but with the demand in all probability becoming more active from now on, dealers are of the opinion that a firmer tone will continue to be displayed. Turpentine is unchanged in quotations since the rapid advance recorded last week. Locally the market remains firm, although conditions in the South are not as strong as last week, a recession in prices being reported. This is not of sufficient extent to cause any downward trend locally up to the present, and according to local distributors, little change in this direction is looked for. It is pointed out that with supplies light, and the active season gradually approaching, there is no factor to weaken the situation other than perhaps a slight temporary easier tendency.

Paint manufacturing circles report renewed activity now that salesmen are again on the road and every indication points to a successful year in paint sales. Preparations are being extended to make this a record year in the industry.

LINSEED OIL PRICES ADVANCED TWO CENTS

Montreal.

Quotations on linseed oil are advanced two cents this week, bringing present prices up to 83 and 85 cents for raw and boiled oil respectively in one barrel lots. The undertone of the market has firmed somewhat, seed quotations registering a slight advance in the past week. There is now a realization that seed supply will be none too ample for the active months which are soon to follow. It is reported that American crushers were recently discussing the possibility of obtaining supplies from Canada, and although these interests are hesitant about entering the Canadian market because of the possibility of heavy tax being imposed, if such did occur it would be a deciding factor in the future of domestic prices, and would cause some little concern over our home supplies. However, the slight increase in demand, and every indication of a continued improvement in this direction, is responsible for the present advance on the local market according to local dealers. With the month of February now well at hand, consumption should continue to increase, and this will in all probability further strengthen the oil market here. Following are increased quotations:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal. ...	0 83	0 85
3 to 5 barrel lots, per gal. ...	0 81	0 83

Less barrels, add 10 cents per gallon.

ACTIVITY IN PAINT AND VARNISHES RE-COMMENCES

Montreal

With the sales forces of the various paint houses again on the road, orders are commencing to come to hand in satisfactory numbers. Many of the larger orders that were withheld until after inventory, have already been received, and indications continue to point to a very successful year in paint industry. There is no change in the attitude of manufacturers regarding revised prices, the opinon being unanimous that products in general will remain steady throughout the active spring season.

GRADUAL IMPROVEMENT IN BRUSH SALES

Montreal.

Activity in brushes is gradually becoming more pronounced from week to week, although distributors state that care is apparently being exercised in purchases of outside dealers. Booking orders up to the present have only been of fair proportion, and in many cases merchants are awaiting actual demand for placing their order for the season's requirements. With the spring months fast approaching, however, there is a steady improvement looked for. Prices are remaining at revision of a few months ago with little further change thought likely by local manufacturers and distributors.

HIGH LEVEL ON TURPENTINE IS MAINTAINED

Montreal.

Local quotations on turpentine are held at the advance of last week, and although the situation is not as firm as one week ago, there is little at present to indicate a fall in prices locally. As is usual in a rapid gain, such as recently took place in turpentine, the health of the rise is questionable, and very often a reaction to some extent follows. This was the case this week in Southern circles, but the fall was not sufficient to alter the situation locally as far as prices was concerned. Reports from the South now indicate that a fairly steady market will likely prevail, and present levels be maintained. Further slight recessions may be made, but in view of the approach of the more active season, demand is expected to prove a deciding factor in holding the higher quotations. A price of 2 cents in advance to those given below is quoted in some quarters, but following are the most general:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 23
2 to 4 barrel lots	1 21
Broken lots	1 33

Toronto

TORONTO, January 26.—Higher price levels on both linseed oil and turpentine feature the paint market reports this week. The higher levels on turpentine are again based on developments at the southern producing centres, where a strong speculative attitude is being maintained. Recent advices indicate that prices reached a new high level during the last few days after registering a slight recession last week. The fresh supplies from the woods are stated to be very limited, and the holders of turpentine are placing small quantities on the market, as demand seems to require. Current buying is limited to immediate requirements, and while the present conditions are evident, purchases will undoubtedly be of a limited nature.

The market situation principally depends upon the amount of turpentine offered by producers from their holdings. When a liberal supply made its appearance, the prices sagged immediately, and the concerted action on the part of manipulators is apparent in the restriction of offerings which resulted in prices again soaring. The foreign demand for turpentine is very dull at present. The domestic enquiries are spasmodic and scattered, consumers questioning the health of the prevailing upward trend, and limiting their orders accordingly.

In the case of linseed oil, the advance is attributed to a combination of factors. The market is reported to be considerably firmer, while seed prices are slightly higher, and there has also been recorded an improvement in demand.

Activity in the brush market is becoming more pronounced from week to week. Paint prices continue firm, with manufacturers predicting a steady level for Spring business. Bookings are

(Continued on page 64)

Muresco

And the 5¾" Brush

"Save the surface and you save all" *Paint & Varnish*

A Desirable Addition to Business

It works both ways; Muresco and the special No. 6 brush are desirable additions to business because they result in adding a desirable volume of business to that you already have.

The sales of Muresco are steadily increasing—a sure indication that you will find a ready sale for this popular, well-liked wall finish. Consumers know that nothing excels it for the artistic, soft, velvety effects obtainable through its use.

This is a No. 6 brush of absolutely pure Chinese Bristles. There is absolutely no horse hair used, or other hair of any kind. As can be seen, it is a broad, full, generous brush; suitable, in every way, to get the best results from Muresco with consequent satisfaction to all concerned.

The Moore Line consists of :

Muresco: The best wall finish.
House Colors: A pure linseed oil paint.
Floor Paint: "Can't be beat for under feet."
Tile-Like: Varnish and stain combined.
Mooramel: Perfect flowing enamel.
Sani-Flat: A non-poisonous flat oil paint.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

Quality forever Moore

If interested tear out this page and place with letters to be answered.

TORONTO PAINT MARKETS

(Continued from page 62)

described as coming along in nice volume, and distributors generally express satisfaction with the outlook for the 1922 season.

PRICES ADVANCE ON LINSEED OIL MARKETS

Toronto.

The advance in the linseed oil markets attracts particular attention this week. This change is attributed to a combination of factors. The primary markets are described as considerably firmer, while there has been a slight increase in the flax seed prices. An improvement in the current demand served to stimulate interest in this product. With the ensuing weeks, consumption of oil is generally expected to increase, and the condition of the markets to record improvement. The demand for cake and meal is described as a little better, but prices on these by-products are still easy. Following are the new price levels now generally in effect:

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 87	0 90
3 to 4 barrel lots	0 86	0 89
6 to 9 barrel lots	0 84	0 87

Less barrels, add 15 cents per gallon.

WINDOW GLASS PRICES ARE FIRMER

Toronto

Quotations on window glass remain steady at net list, but owing to a recent improvement in the Belgian situation, and higher transportation costs, prices are now said to be considerably firmer. The Belgian mark has gained on the exchange market in recent weeks, this chiefly reflecting on window glass from that source. In addition, since the close of navigation, rail transportation is added from outside ports to the local market. It was pointed out by one large importer a few weeks ago that this alone might be the cause of slightly higher prices.

ANOTHER ADVANCE IN TURPENTINE QUOTATIONS

Toronto.

Further advances in the price of turpentine are recorded in many quarters, this change reflecting the higher levels attained on southern producing centres. The speculative condition at Savannah and similar distributing points, has been maintained through the careful attitude adopted by producers when placing offerings on the markets. Although buying is restricted to immediate needs, yet purchases are in excess of fresh supplies, and this condition is expected to continue for the next few weeks. While the extent of the advance is more in some quarters, than in others, yet certain distributors are still maintaining the levels of $1.30 per gallon in barrel lots, while others again are a cent or so under that price. It is noticeable however, that many have advanced quotations another five cents, which brings prices up to the high level of $1.35 per gallon. The following levels, therefore, reflect the average quotations at the time of going to press, although the condition of the primary markets may cause further revisions in the domestic prices at any time:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 30
2 to 4 barrel lots	1 29
5 gallon lots	1 45

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon

MORE ACTIVITY NOW EXPECTED IN PAINT AND VARNISH

Toronto.

A resumption of activities is expected in paint and varnish manufacturing circles at an early date. With the holiday season now over, salesmen will again take up their duties on the road, and prospects point to a brisk season in these products this year. Manufacturers still look for no change in present price levels in any line. They state that basic costs do not warrant a revision, and although a discussion on this year's prices may take place in the near future, there is no one who can see any chance of lower prices.

PITTSBURGH MARKETS

(Continued from page 57)

Wire products probably come next to sheets in point of firmness. There are some price irregularities, but perhaps these are simply departures from Pittsburgh basing, not representing weakness as to deliveries in most sections of the country. In tin plate, concessions are given on large orders, just as was the regular thing before the war. In pipe, the irregularity is chiefly that the independents are going a trifle under the prices of the National Tube Company, as they usually do.

Rate of Production

Mills had so little forward business on books that the decrease in consumption that comes with winter, and the lull that occurs in buying just before the annual inventory date, promptly made an impression on the rate of production. In most years the mills have enough momentum to carry them over the turn of the year. While a close estimate cannot be made, it seems to be a fair guess that at this writing steel ingots are being produced at the rate of 18,000,000 tons a year, against average rates of 20,000,000 tons in December and 23,000,000 tons in October and November.

VALUE OF CANADA'S MINERAL PRODUCTION IN 1921

It is officially estimated that value of Canada's mineral production last year was $169,552,000. This compares with $227,859,000 in 1920 Figures for last year were made up as follows: Metallics $50,167,531; non-metallics, $89,884,877; structural materials and clay products $30,000,000.

PROFITS BY UNSEASONABLE WEATHER

(Continued from page 39)

wooden fixture has been placed in the center. It has four shelves, each about three feet in diameter, and on these are shown a wide veriety of nickel-plated goods and tinware. Prominent among the articles shown are a number of shining kettles in various sizes. Hooks have been inserted in the sides of the shelves and from these are hung a great many small articles. The floor of the window is used to display various lines of tinware and enamelware.

A plate glass shelf hung from the ceiling by picture wire in the center of the window of J. G. Steels brings a neat display of straight and safety razors, strops and blades, right under the eyes of every man who is passing. On the floor of the window is shown a variety of articles including electric heaters, vacuum bottles, pieces of aluminumware and some cutlery.

Discussing the business outlook hardware merchants stated to Hardware and Metal that business has been steady, and turnover maintained, although weather conditions have made sales of skates and other seasonable lines slow.

HOW WELSH MILLS GET CANADIAN PLATE BUSINESS

(Continued from page 36)

steel, it is impracticable to apply the heat treatment which rustless steel requires.

As an outcome of these experiments it is now claimed that a stainless iron which is tougher than ordinary iron and stronger than brass has been produced. It is stated that this iron can be forged, stamped, pressed, embossed, chased or engraved, and burnished equal to electroplate, and, as indicated above, that it possesses the primary advantage in that no heat treatment is essential to bring out its stainless properties. The iron can also be soldered, brazed, and electrically welded, and can be supplied in bars of various sections, strips, sheets, tubes and wire.

The following is a list of a few of the articles for which it is expected the new stainless iron will be used, but the ultimate application of the material would appear to be without limit:

Art metal work, bathroom fittings, bedsteads, bicycle parts, cooking utensils, curtain rods, cylinders, dairy utensils, dish covers, door furniture, drop forgings, electric fittings and shades, electric irons, electric ovens and grillers. Hotel and restaurant ranges, kitchen utensils, lamp reflectors, lamps and shades, motor car bonnets, motor car furnishing, portable ranges, pump parts, radiators, bolts and nuts, builders' hardware, cigarette cases, cisterns, coal boxes, range tops and fronts, rods, screws, sheets, shop fittings, spoons, stair rods and eyes, tram fittings, trays, tubes, valve discs, water bottles, wire, engine fittings, fire extinguishers, fire irons, forgings, forks, gas ovens, golf-club heads, gongs, harness fittings.

C. J. Elderfield is known as one of the foremost hardware men in Western New York.

"We believe the tints will nearly double our Vitralite business this year, as they greatly widen the field for enamel sales,"

says C. J. Elderfield, President Elderfield-Hartshorn Hardware Co., Niagara Falls, N. Y. "We find our customers are educated to Vitralite Quality," writes Mr. Elderfield. "They come in and ask for Vitralite because it is a material they can rely upon."

And thousands of other dealers would tell the same story concerning this largest-selling enamel! Write *now* for details of the special introductory proposition on Vitralite, *the Long-Life Enamel*, in White and tints, and capitalize on the advertising in national magazines which is creating sales for Pratt & Lambert dealers everywhere.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Pratt & Lambert

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buy ers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
46/70-405	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor-$14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2....$2 50 Group 3..$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12, each	$0 50
12 or less than 50, each	0 45
50 or less than 125, each	0 43
Bbl. lots of 125, each	0 39

"Reliable" Ignition, 2½x6 inch.

less than 12, each	0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots 125 each, each	37½

F.o.b. factory, Toronto. F.o.b. warehouse, Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 60 per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 35%.
Gilmour Auger Bits, 10%.
Gilmour Eye Augers, add 5%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	6 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	8 75
30-gal. extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS Base

Sheets, base, Montreal	0 25
do., Toronto	0 23
No. 4	32 50
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto,	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	Less 10%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 15%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.
Car load lots— Toronto.

Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 60
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.
Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$3 43
Good Morning	1 37
Lookout	1 88
Sleepmeter	2 06

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set ...$1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
7-16 in.	9 95	12 80
½ inch	9 60	12 45
⅝ inch	9 70	12 60
¾ in.	9 50	12 40
3-16 in.	15 40	18 80
⅜ in.	10 40	13 25
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
9-16 in.	10 70	12 90

F.o.b. Montreal,

COMBS—CURRY— Doz.

No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 25

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb.	0 39	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb. F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 bls. — Montreal, $7.75; Toronto, $8.00; London, $7.75.

DAMPERS— Doz.

Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

DECOTINT

His Choice of Twenty Two Delicate Colors ~

Deco-Tint Products

DECOTINT
a sanitary cold water paint for walls and ceilings.

HAT-BRITE
Straw Hat Enamel.

POLISH-OL
Auto and furniture polish.

METAL-BRITE
A metal polish for all metal surfaces.

DECO-WAX
A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

Meeting every customer's requirements in interior wall or ceiling decoration with just the right color or combination of colors.

It is so easy when you're well stocked with DECOTINT, the artistic, easy to apply, and sanitary wall paint.

Decotint is the ideal medium for the permanent decoration of interior walls and ceilings of residences, halls, clubs, schools and public buildings.

The demand for this durable and inexpensive cold water wall paint is going to bring many extra dollars to Decotint dealers during the coming season. You should have a share of this profitable business. You can assure your share **now** by placing an order for Decotint and the other easy selling household specialties listed here.

Deco-Tint Products are all Canadian made

THE DECO-TINT COMPANY
897 CENTRE STREET - - MONTREAL

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Per Cent. Mont.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in. and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
Montreal		
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
Toronto		
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

FLY TERROR, per doz......$4 75

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.

Smaller than 2 inch face	$5 25
Two-inch and over	4 50
40 to 80 lbs. weight.	
Under 2-inch face	4 75
2 ins. and over	4 25
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 2½, $10; 3, $11.50. F.o.b. Toronto.

HALTERS, LEATHER Doz
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.

Dodson	$4 60
Kling	4 00

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING

	Per Doz
No. 1	$10 25
No. 2	11 25

HATCHETS, LATH

No. 3	$10 25
No. 4	11 25

HATCHETS, BARRELLING
Nos. 50, 60 ......$15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC
Glower Heater $10 00
Heatray Heater 12 00
Discount 25%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. ... Doz. sets.
Clark's No. 1. ......$2 22

HINGES, SPRING
No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	9 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft. $13 25
Do., ⅝ in., 100 ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ...... 21 per lb.
48 x 96 ...... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$1 81
Potts, nickel plated, per set	1 87
Potts handles, japd., grs.	16 50
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain	$12 00
Do., Japanned	12 75
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	15 75
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold Blast genuine ruby	5 40 doz.

F. o. b. Factory.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive.	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net.

Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 35
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 60
Crank wringing	7 35
Smarts'	4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier. 25c over base.
Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto, $3.90 base.
Owen Sound or Collingwood, $3.90 base.
F.o.b. Montreal, $3.90 base.
Freight equalized on above points.
Sydney and St. John, $4.05 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed. $3.90. base.
Sault Ste. Marie, Port Arthur, Fort William, $4.15 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, Toronto, Hamilton, and London, $4.35, base.
Roofing Nails — American, large head, keg, $10.50 Less quantities, $12.50.

May we quote you on

Monarch Brand
NAILS and STAPLES

All sizes and gauges. Particular attention to special and Box Nails for Machine Driving.

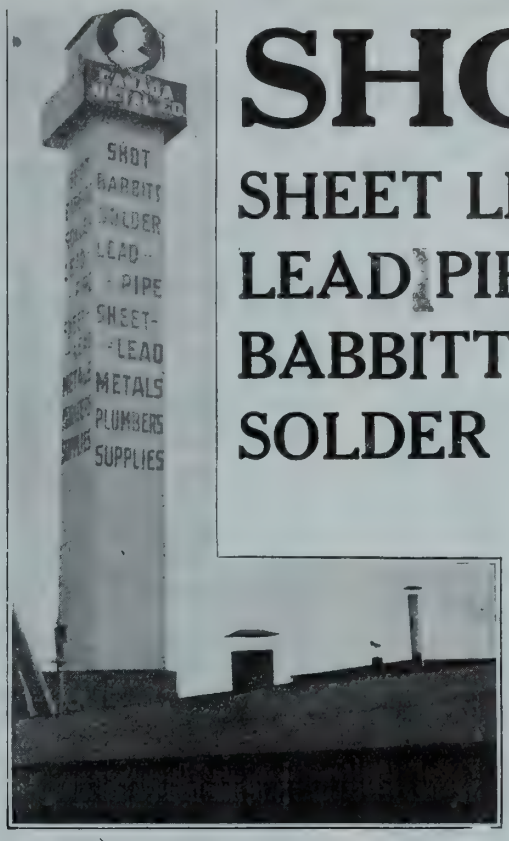
WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
ST. JOHN, N.B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, WINNIPEG, MAN.



SHOT
SHEET LEAD
LEAD PIPE
BABBITT
SOLDER

Low Price
High Quality
Immediate Shipment.

THE CANADA METAL CO., LTD.
TORONTO

Dairy Supplies

Railroad Milk Cans, Cream Cans, Dairy Pails, Milk Strainers, Etc., Etc.

We make a very complete line of Sanitary Dairy Supplies. The Railroad Milk Cans in particular, on account of their superiority, find a ready sale all over the Dominion. Each of these lines comes in several styles and weights, all of good dependable workmanship and long wearing quality.

Our "Sterling" Dairy Pail of finest tin is a big seller—reinforced body and soldered—of exceptional strength and durability.

Prices on application—prompt shipment on receipt of order.

The Thos. Davidson Mfg. Co. Limited

Head Office - Montreal Established 1860

Branches: Toronto - Winnipeg - Calgary - Vancouver

DAVIDSON

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand
Capewell— Per 25-lb.box
No. 5 .... $6 75
No. 6 .... 6 50
No. 7 .... 6 25
No. 8 .... 6 00
No. 9 to 12............. 5 75
Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.
12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.
12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.
12 inch...$4 00 42 inch...$12 00
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch...20 00

¾ inch mesh and 20 ga. wire.
24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.
24 inch..$16 50 36 inch...$24 00
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... ... 0 80
2060 ... ... 0 88
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 35
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ....$15 00
Plumbers' 7 00
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 82½
Above prices net.

Gallon
Black oil (summer) 0 23.0
Black oil (winter) 0 24.0
Capital, cylinder 0 75.5
Mach. oil, reg. grades 0 43.5
Imperial gas engine oil ... 0 63.5
Paraffine 0 23.5
List, less 15 per cent. above.
Imperial kerosene, tractor, heavy $1 10
Do., ex. heavy 1 20
List less 10 per cent.
Polarine, per gal, list 1.15
Polarine, medium, list . . . 1.15
Polarine, heavy, list 1.15
Polarine, ex-heavy, list 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil, A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net $0.10.90
Do., tank wagons, net . 0.09.90
Do., tank cars, net 0.08.90
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute $0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		10 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE
Stick-Fast
In barrels, 250 lbs., lb. 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19
Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES
Per case
5 gross, 4-in. (loose) $1 95
4 gross (cartons), 4 in. 2 00
Spring, 2 grs. box 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22 ,1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 73
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list.$18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list.29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in...........50/10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $13 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt. 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box . .$17 50
20x28xIC,112s, box 18 00
20x28 IX, 112s, box 20 00
20x28 IXX, 56s, box 11 25
20x28 IXXX, 56s, box 12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can 12 00
½-gal. cans 20 00
1-gal. cans 28 00
Net.
Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

PUMPS, REDWING
No. 0.....$6 85 No. 4....$12 75
No. 1..... 7 50 No. 5.... 15 25
No. 2..... 8 75 No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-[illegible] pkgs., 2c lb. Coppered Rivets, net extras, 8c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING.
Toronto
Samson, 1 ply, roll ......$ 2 65
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. . 6 00
Everlastic (red or green) mineral surface, sq. 36" wide, . 2 85
Do., 18" wide 3 30
F.o.b. Montreal.

Everlastic Liquid Roofing cement—
Per gal., in bbls... 0 70 0 70
5 and 10 gal. lots, gal. 0 85 0 85
1 gal. cans, gal., doz. 10 50 10 50
Coal Tar (refined), bbl. 10 25 10 50
Coal tar (crude) ... 9 00 9 25

Roofix Roofing Cement—
In bbls., per gal........... 0 60
In ½ bbls., per gal. 0 65
In 5s and 10s 0 70
1 gal. cans, per doz......... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis 0 23
Beaver Manila basis 0 20
New Zealand hemp basis .. 0 20
Double lathe yarn 0 18½
Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.
Single lath yarn basis 0 18
Double lath yarn 0 18½
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, ¾ in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 43
Hemp, tarred bolt rope basis 45
Marline and Houseline 46
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.
Italian rope prices on application
Cotton, ⅛ in. 0 51
Do., 5-32 in. 0 50
Do., 3-16 in. 0 47
Do., ¼ in. and up 0 45
F.o.b. Toronto, Montreal, London Welland, Hamilton.

SANDPAPER
B. & A. sandpaper, less 5%
Star sandpaper, less 5%
B. & A. emery cloth, plus 25% list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal. Hamilton.

SCREWS
Discounts off Standard List adopted Aug. 1, 1908
Wood, F.H., bright 82½%
Wood, R.H., bright ....80 %
Wood, O.H., bright ....80 %
Wood, F.H., brass 77½%
Wood, R.H., brass ... .75 %
Wood, O.H., brass ....75 %
Wood, R.R., bronze 72½%
Wood, O. H., bronze ... ..70 %
Square cap ....50 %
Hexagon cap ....50 %
Set Screws ....55 %

SCREWS, IRON BENCH, No. 14
1 in. $11 25
1⅛ in. 13 50
1¼ in. 15 65

SCYTHES Doz.
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
90 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

It Pays To Sell — *Walker's Quality Products*

Your Sales Will Leap Ahead When It's Known You Stock

OWL BRAND ROOFING

FREE SAMPLES

Two sizes of samples furnished Owl Brand Roofing dealers — 3½ x 5¼ in. for consumer use, and dealer sample 8 x 4 in. showing the five weights in "Owl" Roofing.

The Best Advertised—Quickest Selling —Most Dependable—Most Economical Guaranteed Roofing Made

Owl Brand Roofing is made right—that much we guarantee—it's priced right also. Your customers will buy Owl Brand Roofing with much confidence and but little effort on your part. You can emphasize its fire resisting qualities—how that rain water is untainted by contact—that it is made 32 inches wide in place of 36, so that the laps are closer and the tendency of buckling is practically eliminated. Owl Brand Roofing **will surely bring you**

More Sales — More Profits

Like all other Walker quality products—Owl Brand Roofing is not a "sticker"—it **does** sell—and it **does** bring customers back for more. If you could see the modern new factory where Owl Brand Roofing is made, under the supervision of men who have had long experience in the manufacture of asphalt roofings of quality, you would better understand our **implicit confidence** in this product.

"Owl" Brand Roofing made in 1,2,3,4,5-Ply

Owl Roofing carries a guarantee with every roll —108 sq. ft., 32 inches wide, nails, cement for seams, and instructions for laying are included. The label on each roll is lithographed in bright colors, which makes an attractive display for store or window showing.

DEALERS' HELPS

We believe in **publicity** — advertising material — electros —signs and selling helps—is generously supplied with Walker Aero Quality Products to develop and encourage sales.

W. Walker & Son, Limited

10-16 ALCORN AVE. WHOLESALE HARDWARE AND IRON MERCHANTS **TORONTO**

We ship same day as order is received. Just you try Walker service. Write for list of "Aero" quality products.

Illustration to the left shows the **Walker** fleet of "White" Trucks which cover the city of Toronto twice daily.

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright $4 40
Galvanized 5 40

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, ... $27 60
Star, No. 2, doz. 30 00
Su No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00

Double-pointed tacks, 65-25%.
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival Steel	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket	7 27
145— 5 ft.	Steel Pocket	9 20
175— 5 ft.	Linen Pocket	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
16 in...... 17 70 18 in...... 36 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.

12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%

F.O.B. Toronto
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 10%.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs...	$2 75	$3 25	$3 50
Section, ½ lb. per 100 lbs...	2 85	3 75	4 00
Solid, 3 to 30 lbs., per 100 lbs...	2 50	2 50	3 00

WHEELBARROWS
Navvy, steel wheel, doz.....$106 00
Garden Steel, doz. 78 75
Light Garden, doz............ 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.80.
Annealed base, $3.80.
Galvanized base, $4.10.
Barbed wire, $4.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.15; Montreal, $4.15.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 52½% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 9. 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

PILKINGTON
BROTHERS ~ LIMITED

We manufacture GLASS for all purposes, including:—

Polished Plate—For store fronts, high-class buildings and homes, automobile windshields, wind deflectors and visors, show cases, shelves, bureau and table tops, etc.

Polished Wired—A transparent fire retardent, for elevator doors, light wells, and all places where fire-resisting qualities with a high percentage of light and transparency are required.

Mirrors—Plain and bevelled—for furniture, store fixtures, etc.

Window Glass—Manufactured at our factory, Thorold, Ont., for all general purposes where a good clear glass is required at low price.

Wired Rolled and Cast—¼ inch thick. A highly efficient fire-resisting glass for factory windows, skylights, etc.

Rolled and Cast—⅛ inch to ⅜ inch. A substitute for Wired Rolled and Cast, but without the fire-resisting qualities of the latter.

Prismatic—For transmitting light into dark interiors. Particularly suitable for store front transoms, the rays of natural light being diverted to the inner parts of store.

Cathedral—White and tinted, for leaded lights, church windows, etc. Clear white Cathedral is also an artistic semi-opaque glass for doors, screens, etc.

Figured—White and tinted and of various patterns for screens, partitions and doors in office and other buildings, bathroom windows, vestibule doors, etc., or wherever an opaque glass with good lighting qualities is desired.

Muffled, Fluted, Enameled—Used for the same purposes as Figured Rolled Glass, but in cases where a prominent raised pattern is not desired.

Washboard Glass—For making washboards. Highly regarded for cleanliness, and, of course, rust proof.

Patent Corrugated—For working in with standard corrugated iron in walls and roofs of buildings.

Glass Battery Cells—For storage batteries. Glass is immutable and therefore does not deteriorate, so that with ordinary usage a glass cell will last forever. Also with glass cells the elements can be seen without removing the lid, thus saving a lot of labor and eliminating an important cause of breakage. These cells are now being used by many railroad companies in Europe for train lighting systems.

Specify Pilkington Glass and see that you get it

Factories:

THOROLD, ONTARIO ST. HELENS, ENGLAND

DEPOTS

HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

Canadian Central Office:—St. Catharines, Ont.

"PILKINGTON Quality is Unexcelled"

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	05
White ochre, 100-lb. keg	06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—

	per gal.
Ad-el-ite, white	$4 00
Ad-el-ite, tints	3 75

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 30
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall white enamel	$ 7,43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Lindure,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Floglaze	4 50
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford "All Around, List prices,
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS LIST	Star or Double
Case lots.	16 oz. or 24 oz.
Up to 25	$ 5 50 $ 9 05
26 to 40	6 85 11 40
41 to 50	7 65 12 55
51 to 60	7 95 13 05
61 to 70	8 35 13 65
71 to 80	8 80 14 40
81 to 84	10 30 17 70
85 to 90	10 85 18 65
96 to 100	22 60
91 to 95	20 80

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.
GLASS PLATE.
Montreal 60% off.
GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto
LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Maple Leaf, pure		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$11 00
Genuine, 100 lb. casks	12 00
Less quantity	13 00
No. 1, in casks	8 00
Do., in kegs	9 00

F.o.b. Montreal, Toronto.
Lead (red in oil)
Prices on application.
LINSEED OIL
For prices see weekly report.
LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾
LIQUID, BRONZING
Bronzing liquid, No. 1. $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.
OILS—
Fly, Creonoid—

Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White, No. 325	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products
Everjet Elastic Carbon Paint—

	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00

Everjet Black Enamel—

Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50

H.. T. & A. Co.'s Creosote Oil—

Barrels	0 45
Half-barrels	0 50
5s and 10s	0 60

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.
PUTTY
See weekly report.
ROSIN—

G., medium grade	3 00	3 50
Water white	4 75	5 25
Water white	7 00	9 50

SHELLAC	Pure White. Per Gal.	Pure. Orange. Per Gal.
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C.P.C. Sun Varnish	4 30
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	4 89
Do., No. 2	4 43
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 00
Luxeberry granite	4 00
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	4 00
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear.	4 40
Dougall Transparent, spar.	4 20
Dougall Transparent, floor.	4 40
Copalite	4 00
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS	(per 100-lbs.) White.	Colors.
Frescota	$7 50	8 50
5-lb. pkgs.		
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

Hygienic Kalsomine.	per 100 lbs. White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts.	10 00	11 25

WASTE
Cream, polishing, 19c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16½c; XX, grand, 15½; XLCR, 14½; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX	
B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Lion Brand	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	8 80 9 90
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 45
Champion white	0 50
Ad-el-ite paste	0 45

F.o.b. Montreal, Toronto.

WHITING	
Gilders, bolted, in bbls.	3 50
WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1.90-2.50

F.o.b. Montreal, Toronto, London.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Strong, Thick, Durable Fibre Chair Seats
THE "STANDARD"

These handsome, leather-like, fibre seats will not split, splinter, crack or warp. They are very attractive in appearance and cost no more than the old-style wooden seat. They offer the merchant a marked advantage in selling. Fully guaranteed. Write your jobber to-day for facts and prices.

United Chair Seat & Novelty Co., 1470 Gates Ave., Brooklyn, N. Y.

Canadian Representatives:

G. S. Whitaker & Co., 117 Wellington St. W, Toronto, Canada

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 47½%; U. M. C. 47½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.

Irwin ....15% on list.

Common ......30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, BENCH

No. 2	$ 20 52
No. 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square. 3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in. to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15-10-10-10% off list.

Stndrd, 15-10-10% off list.

Extra, 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $51 50

BOILERS, RANGE

30-gal., each $10 00

BOLTS

Cariage, 3-8 in. and smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steei—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15 40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., 13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0. $2.30; No. 1, $3.15; No. 2. $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25
150 foot, 19 g.	10 50

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD, SASH

Coils or Hanks.

8, 9, 10 per lb. 0 58

DRILLS

See Eastern List.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe; 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%

Unions "Dart"—

¼ to 2-in., 18% and 25% off.
⅛, 2½, 3½, 4", 5 and 25% off.

Nipples, 4 in., and under ... 45%

FRY PANS Each

Cast Iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GIOBES, LANTERN Doz.

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ... 3 75

Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Ball Face Doz.

No. 61, 1¼ lbs.	19 05
No. 61½, 1 lb.	18 95
No. 62, 13 oz.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

No. 1	13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in.,$2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand rilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fluer de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 10
Mrs. Potts', No. 50, set	2 20

Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32¾c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 40
104	2 05

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06

LEAD WASTE, $12.96

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William, $4.20 base; Winnipeg, $4.80. Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

ASHDOWN'S

Sporting Goods

Summer Catalog

THE 1922 edition of our Summer Catalog is ready for your use. In it you will find the most complete line of summer sporting goods in Canada. There is no Canadian sport for which we cannot supply equipment, and we can furnish the hardwareman with many interesting, quick-selling lines of reliable sporting goods. Canadian hardwaremen all over Canada have increased business by Ashdown Sporting Goods. The price list accompanying this catalog is approximately correct at the date of issue, but owing to the constant fluctuation of market prices it is subject to change without notice. Only such changes in prices and lists will be made during the season as are absolutely necessary, and we assure you that we will give you the advantage of a decline as quickly as a change in advance. We expect to issue corrected lists monthly during the season.

Everything for

Baseball	**Canoes**	**Boats**	**Golf**	**Fishing**	**Cricket**
Lacrosse	**Football**	**Tennis**	**Bowling**	**Camping**	**Bicycles**

The J. H. Ashdown Hardware Co., Limited

Calgary **Winnipeg** **Saskatoon**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS
Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM
Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS— Gallon
Kerosene 0 23½
Gasoline 0 35½
White Rose gasoline 0 38½
En-ar-co Motor Oil, med. and heavy 1 10
Do., ext. heavy 1 10
Black (summer) 0 32
Black (winter) 0 33
Imperial kerosene tractor . 1 10
Capital cylinder 0 82½
Castor machine 0 50½
Imperial gas engine 0 70½
Discount 10%.
Polarine 1 25
Polarine A 1 25
Polarine heavy 1 25
Gargoyle Mobile A 1 70½
Gargoyle Mobile B 1 80½
Gargoyle Mobile BB 1 80½
Gargoyle Mobile E and Arctic 1 55½
Fuel oil 0 14
Discount 25%.
Wm. Penn Motor, medium 1 25
Do., heavy 1 25
French C, medium 1 00
French A, heavy 1 00
Transmission, No. 1 .... 1 00
Steam Cylinder, No. 650C. 1 00
Volunteer, reg. gas engine 0 65
Century Caster Machine ... 0 52
Melrose Harvester machine.. 0 70
25% and 10%.

PAINTS, PREPARED
See weekly report.
(1 gallon can basis)
Stephens' white 4 10
Stephens' colors 3 75
Stephens' floor 3 70
Silkstone white 3 60
Silkstone colors 3 50
Stephens' barn 2 50
Stephens' barn, extra color 2 35
Lion white 4 10
Lion colors 3 75
H. D. floor 3 70
Velvetone white 3 60
Velvetone tints 3 50
Ramsay's white 3 95
Do., colors 3 60
Dultone, white 3 60
Do., colors 3 50
Martin-Senour, white 4 10
Senour's floor 3 70
M.S. Neutone, white 3 60
M.S. Neutone, colors 3 50
M.S. Red Schoolhouse 2 40
M.S. Standard Barn 2 15

PAPER, BUILDING
Dry Fibre, No. 1 ... .$1 30
Sunrise 0 75
Anchor, tarred 1 20
O.K. tarred 1 20
Tarred Felt. 5 85

PICKS, CLAY
5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT
Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS
Per barrel 6 75- 7 50

PLATES, CANADA
18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
½-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE Doz.
No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY
100-lb. irons $5 00
20-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS
Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE
British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.
Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.
Lath yarn, 19½c.
Cotton Rope—3-16 in., 51c.; ¼ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 75/5%; flat head, 77½/5%; oval head, 75/5%; round head, brass, 70/5%; flat head, brass, 75%; coach, 45 per cent.
Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES— Doz.
Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK
10 gauge 5 70
12 gauge 5 70
14 gauge 5 80
16 gauge 5 90
18-20 gauge 6 30
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 65
37½%.

STANDS Each
Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.
Grand Rapids, nickeled $109 00
Household, japanned 97 00

SWEEPERS, TOYS, BISSELL'S
Little Daisy, per dozen ... 3 00
Little Queen per doz. ... 4 50
Little Jewel 14 00
F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $4.45, Fort William; $5.05, Winnipeg.

STEEL
Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—
20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 33 I.C. box 26 25
20 x 33 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
See weekly report

TWINE (WRAPPING) Lb
Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Cotton, 4-ply, cones 0 48
Cotton, 4-ply balls 0 32

VARNISHES—
Stephens' Luminette, gal....$4 00
Stephens' Exalite, gal. 4 75
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—
Scotch Grey Granitewear
Colonial Imperial Pearl, 30 and 2½% off.
Premier Canada Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list, plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain, 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms, list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.

Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50%.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—
Cream, polishing 0 22
WHITE
XXX Extra 0 18½
XX Grand 0 17½
XLCR 0 16½
X Empire 0 15
X Press 0 14½
COLORED
Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular J 0 11
Keen 0 09½

WEIGHTS, SASH Per 100 lbs
Sectional $7 50
Solid 7 00

WELL WHEELS Doz.
Cast, covered, 8 in....... $11 00
Cast, plain, 10 in. 15 00
12 in. 18 85
14 in 24 00

WHEELBARROWS Each
U. S. ....$ 6 00
General purpose 7 90
Stone 18 75
Navvy, doz. 106 00

WIRE—BARB—
Lyman, 4-point, $4.25, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.
Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN
Bale ties, 14-gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.
Brass snare wire per lb., 90c

WIRE — ANNEALED
No 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT
Agricultural—
6-inch $5 25
8-inch 6 30
10-inch 7 75
12-inch 9 45
15-inch 12 60
Perfect Handle—
6 inch 15 00
8 inch 17 50
10 inch ....
12 inch ....
15 inch ....
18 inch ....

WRENCHES—PIPE
Trimo—45 per cent. off list.
Stillson—30% off list.

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz
Regent 60 00
New Eze 76 50
Universal $40 50

Does your Battery Business make friends as well as a substantial profit for you? If not you are not getting the best out of life.

NORTH STAR BATTERIES

will do both for you.

GUARANTEED

WATERPROOF

A New, Exclusive North Star Feature

See the improved terminals used only on North Star Multiples. They insure perfect contact and prevent loose connection.

FACTORY GUARANTEE

Every battery bearing the North Star label is guaranteed to give full satisfaction to the consumer. Should a battery prove defective, simply satisfy the merchant from whom purchased. He is authorized to replace it.

Ask Your Jobber.

CANADA DRY CELLS LIMITED—Winnipeg, Man.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON *WE* HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Developing Canada's Foreign Markets

Thoroughness is essential—Goods kept up to best quality—Supplies exactly what are promised even to seeming trifles as labels, etc.

By **F. C. T. O'HARA**

Deputy Minister of Trade and Commerce

THE foreign trade of Canada must expand rapidly, and it is the policy of the Government to lend all practicable help to its development. To this end the Commercial Service was established. The department takes pride in its belief that, all things considered, no finer commercial intelligence service exists today throughout the world. This service does not cover so many fields, nor has it so many representatives as others, but man for man few countries, if any, can show a higher and more efficient personnel. It is an essential part of the general scheme of the service that these representatives, Canadian Government Trade Commissioners as they are designated, should be located in foreign countries.

Direct representation is, therefore, now maintained in the following countries: the Argentine Republic, Australia, Belgium, Brazil, British West Indies, Italy, Japan, New Zealand, South Africa, the United Kingdom at London, Manchester, Liverpool, Bristol and Glasgow, and the United States at New York. In addition L. D. Wilgress, who was at first in Russia, is now on special duty in the course of which he has made a thorough review of the new countries of South Eastern Europe. There are four Commercial Agents at Sydney, N.S.W. Australia; Christiania, Norway; Port of Spain, Trinidad and Nassau, Bahamas.

Subsidiary to these is the assistance which under an arrangement made by the Minister of Trade and Commerce with Sir Edward Grey, in July, 1912, may be rendered by the more important British Consulates whose offices have been instructed by the Foreign Office to answer inquiries from and give information to Canadians who wish to consult them in reference to trade matters. These Consulates are located in the following countries: Chile Columbia, Ecuador, Egypt, India, Mexico, Panama, Peru, Portugal, Spain, Sweden Switzerland, Uruguay and Venezuela.

The duties of a trade commissioner are exceedingly comprehensive and demand from him a high measure of versatility. He must be familiar with the natural and industrial products of Canada, as well as the character of such commodities as are available for export. He may have to answer questions of a technical nature in relation to a wide range of Canadian products, as well as be able to prepare reports which would furnish information to exporters with respect to all these commodities. In that connection the facts with regard to competition, packing, shipping, customs duties, financing and so on must be within his knowledge.

He must be more than a medium of information. In the event of misunderstandings or disputes between exporters and consignees, he may be called upon to act as an intermediary, and such a duty calls for tact and skill. He must make himself familiar with shipping and railway facilities, as well as the special conditions which attach to foreign markets. Furthermore the very nature of his work requires him to make the acquaintance of every importer of importance in the smaller countries, and with as many as may be practicable in the large.

The dissemination of information to Canadian manufacturers is conducted through the medium of the "Weekly Bulletin." This corresponds to the official trade publications of other countries, and, once again, all things considered, is comparable to any. It is circulated from Ottawa throughout the Dominion every Monday morning. The circulation is now, roughly, eight thousand copies. It is sent free of charge in Canada to any bona fide applicant. The "Weekly Bulletin" contains regular reports from the trade commissioners abroad, supplemented by special articles in the Department, dealing with tariff changes and customs regulations, proposed steamship sailings from Canadian ports, Canadian trade statistics as issued by the Dominion Bureau of Statistics, statistics of grain movement in Canada; Exhibitions abroad, and other matters of commercial interest.

In addition to the "Weekly Bulletin" is issued a large number of miscellaneous publications outlining the possibility of trade in various countries. All these may be had on application to the commercial intelligence service, without charge. These reports are prepared with the utmost care, and not infrequently high commendations of their value are received. Such reports are usually the result of special investigations by trade commissioners, and in the past three years, particularly, very valuable information has been circulated, as, for instance, in respect of the trade of the new countries of South Eastern Europe, Egypt, Greece, South China and Spain.

As is to be expected, from time to time criticisms are made of the commercial intelligence service, particularly in respect of the efficiency of the trade commissioners. Most of this criticism is destructive rather than constructive; but the writer is firmly convinced that such criticism is not founded on an adequate knowledge or a just appreciation of their usefulness.

The following headings briefly indicate the matters dealt with by trade commissioners:—

The present and future demand for Canadian goods.

Foreign competition.

Specifications of best selling goods.

Reports on foreign buyers.

Recommendations of responsible parties to act as import agents, assistance to such agents by way of introducing them to influential individuals or associations.

Advice as to the best media in which to place advertisements, and the form which such advertisements should take.

The proper display of catalogues, price-lists and samples.

Receiving visitors from Canada and introducing them to possible buyers.

Collecting information as to freight rates, customs tariffs, port dues, etc.

Furnishing details respecting storage arrangements overseas.

Foreign Government regulations which must be complied with.

Terms of credit which can be given to foreign buyers.

Advice as to financial houses and banks which will discount bills or give credits.

Information as to regulations governing the recovery of debts and other legal matters.

Confidential commercial information.

Settling difficulties which arise between Canadian exporters and buyers abroad, as, for example, the disposal of goods abroad contracted for but not accepted.

Infringement of trade marks or patent rights, and advice as to registration, etc.

Consular invoices, documentation and packing.

It will be appreciated, therefore, that the scope of the service which we can render is exceedingly wide, but it should also be borne in mind that unless we are advised of individual difficulties encountered by exporters and kept informed as to the exact type of information which is found by them to be of practical utility, the service must necessarily be of limited value.

The Foreign Tariff division of the commercial intelligence branch was established a year or so ago. There are 189 different and intricate tariffs to be studied, and the constant amendments, preferences, surtaxes, restriction, reclassifications, agreements, treaties, decisions, and the like, can only be accurately interpreted by experts.

Until the department succeeded in obtaining the necessary appropriation for establishing the Foreign Trade division, this portion of its work was badly handicapped. Now, with a well-equipped office, every inquiry in connection with the foreign tariff of any country can be promptly dealt with.

In the consideration of export trade there is one word which the writer desires to impress with all possible emphasis—that word is "thoroughness." This idea should not be regarded as too commonplace or as the criticism of an arm-chair critic, but after many years' service in the department he is convinced that in the observance of this quality lies the key of success in business abroad. Want of thoroughness has been the cause of countless complaints received in the department of trade and commerce for many years. The writer does not wish to stress the point in general condemnation of Canadian methods, but thinks it is a complaint which is heard too often. Goods must be up to the quality to the last degree, and not only that, but if a reputation is to be maintained abroad, especially in Asiatic countries, (though the same applies very largely in Africa, and South America) such details as the identical color and marks on the label must be consistently retained.

For example, a Chinaman takes a fancy to goods put up in a certain label. The goods are sold "on the label." If he likes them, a competitor cannot beguile him from his fancy. Better goods might be put up, but if the label be changed in the slightest respect he will refuse them. This may seem absurd from a Canadian point of view, but it must not be forgotten that the foreigner has his peculiar point of view, his prejudices and his idosyncrasies. The man who has goods to sell is the man who has to meet these peculiarities. The buyer is entrenched in his position; he is not forced to buy any special line of goods, hence exporters must meet him all the way if they want him as a customer. You cannot send him what you think is just as good as that which he knows he wants.

Exporters Assured Of Gov't. Assistance

Export Club of Montreal and District Hears Hon. J. A. Robb, Minister of Trade and Commerce in Opening Address as Minister—Department Created to Help, Not to Hinder, Export Business

MONTREAL.—The Export Club of Montreal and District at its opening dinner held co-jointly with the Quebec Division of the Canadian Manufacturers' Association, had the privilege of hearing Hon J. A. Robb, Minister of Trade and Commerce, on his first public appearance as a Cabinet Minister. Commencing his address, Hon. Mr. Robb assured his hearers that he was with them not as a teacher, but as a student, willing and eager to learn so that the department of the government over which he had been called to preside, might become even more useful than it had in the past

Created to Help, Not to Hinder Trade

Proceeding, Hon. Mr. Robb said that the Department of Trade and Commerce had been created to help, not to hinder trade, and he hoped to see that it was conducted in such a manner as to help. The extent to which this aid could be given would largely depend on the assistance given by those interested in the production and transportation of Canadian goods. Having worked as a producer, manufacturer and trader, always willing to trade where there was a profit to be made, he had learned that it took time and work to create business, and that profitable trade could not be built up in an afternoon, or even at a banquet

Nor could trade be built up by the Government alone, without the co-operation of the business community. Therefore he was present as a representative of a government which wanted to be useful in developing Canadian trade at home and abroad

Speaking on the question of Canadian exports and imports, he said: "It is a rule of trade that whenever and wherever your sales increase your purchases also grow, and when a country puts up extreme tariff barriers, hindering necessary purchases, that country places a stumbling block against its own trade, fostering discontent among its own people." He quoted statistics showing that whereas the imports into Canada from the United States were double in 1921 the amount that they were in 1914, the exports from this country to the United States had tripled. Similarly the exports to the United Kingdom had increased in greater proportion than the imports. It was pointed out that to compete with other nations in the markets of the world, Canadian products must be carried at low rates of freight. "Canada has the railway lines. Canada has ships. Surely Canada should carry from Canadian ports Canadian exports at as favorable rates as those offered at any other ports on this continent."

The speaker concluded by stating that he strongly supported increased immigration with such a policy as would lead to the upbuilding of the population, which could produce for export and live cheaply and well at home. Our resources were useless unless people would get down to work and develop them, so as to give employment to the people and revenue to the nation.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
Canadian Hart Products Ltd., Hamilton, Ont.

ADVERTISING SPECIALTIES
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AIR COCKS
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ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
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Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
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The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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The Burrowes Mfg. Co., Toronto.
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Canadian National Carbon Co., Toronto.
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The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Sundries Corp., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Can. Foundries and Forgings, Ltd., Brockville, Ont.
The National Farming Machinery, Ltd., Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAGS, PAPER
Continental Paper Products Limited, Ottawa, Ont.
Montreal.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

BARRELLS, STEEL
W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
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Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
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BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
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BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Fittings Limited, Oshawa, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Terrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
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Millers Falls Company, Millers Falls, Mass.
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BROOMS
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The Boeckh Company, Limited, Toronto, Ont.
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Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

Barrett Roofings, Cements Industrial Paints etc.

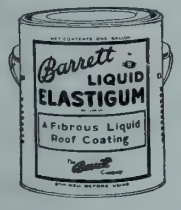
Sales-Pulling Advertisements All Over Canada

Advertising on Barrett Specialties will continue through 1922 to tell people why Barrett Products are better—why they are more economical—why they never fail to give satisfaction.

This advertising is certain to make new customers for Barrett dealers—and hold the old ones. Demand will be particularly heavy for the four popular products described below:

Everlastic Liquid Roofing Cement

Makesold"rubber"andother prepared roofs like new. Seals up the holes, gives a new surface, and adds years of extra service. Easy to apply and quick-drying. Comes ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons. Don't be without a stock.



Barrett Liquid Elastigum

One of the most popular products in the Dominion for keeping roofs of all kinds watertight under all conditions. Waterproof, durable and easy to apply. Even after years of service it is still tough and elastic. Put up in various size containers from 1-gallon cans to 40-gallon barrels.

Plastic Elastigum Patching Cement

Unequalled for repairing leaks in roofs, for re-lining gutters, stuffing cornices. Can be applied to wet or dry surfaces, and holds its waterproof qualities through all kinds of weather. Put up, ready for use, in packages of various sizes, from 1-lb. tins to barrels of about 600 lbs.

Everjet Elastic Carbon Paint

A proved protective paint of known reputation. Prevents metal from rusting. It dries quickly, forming a smooth, glossy surface, proof against acids, alkalis, and fumes. Put up in 1-gallon cans, lithographed (cases of one doz.), . 5-gallon cans, ½ barrels (about 20 gallons), barrels (about 40 gallons) and steel drums (43 gallons).

Be sure to have sufficient stock of these fast selling products to supply the demand. If you have not already received your copy of our latest Price List—write for it today.

MONTREAL TORONTO ST. JOHN, N. B. The Barrett Company LIMITED WINNIPEG VANCOUVER HALIFAX, N. S.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CASTINGS
Fittings Limited, Oshawa, Ont.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Landers, Frary & Clark, New Britain, Conn.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Fittings, Limited, Oshawa.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.

Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
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The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FOOD CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto.

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American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

THE BUYERS' GUIDE

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The Carborundum Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corperation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Canada Foundries & Forgings, Brockville, Ont.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

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The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
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The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

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The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Chicago Spring Butt Co., Chicago, Ill.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
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The St. Marys Wood Specialty Co., St. Marys, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

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Manitoba Steel & Iron Co., Winnipeg, Man.

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Wilkinson & Kompass, Hamilton.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
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London Rolling Mill Co., Ltd., The, London, Ont.
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Canada Metal Co., Toronto

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Smith & Hemenway Co., Inc., Irvington, N.J.

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The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The National Farming Machinery, Ltd., Montmagny, Que.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwel-Hoxie Wire Fence Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jamee Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B. S. A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doan Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
E. C. Atkins & Co., Hamilton, Ont.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People, Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Aluminum Specialty Co. of Canada, Toronto.
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited, Toronto.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co. Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Amos, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
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L. S. Starrett Co., Athol, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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E. C. Atkins & Co., Hamilton, Ont.

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The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

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TRIMMERS
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Stanley Works, New Britain, Conn.

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The Canadian Tungsten Lamp Co., Hamilton, Ont.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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The Canadian Tungsten Lamp Co., Ltd., Hamilton.

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Doon Twines, Ltd., Kitchener, Ont.
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The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

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Hoyt Metal Co., Toronto, Ont.

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Jenkins Bros. Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

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Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
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A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

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Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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Carter White Lead Co., Montreal.
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Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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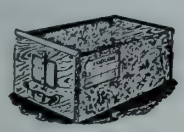

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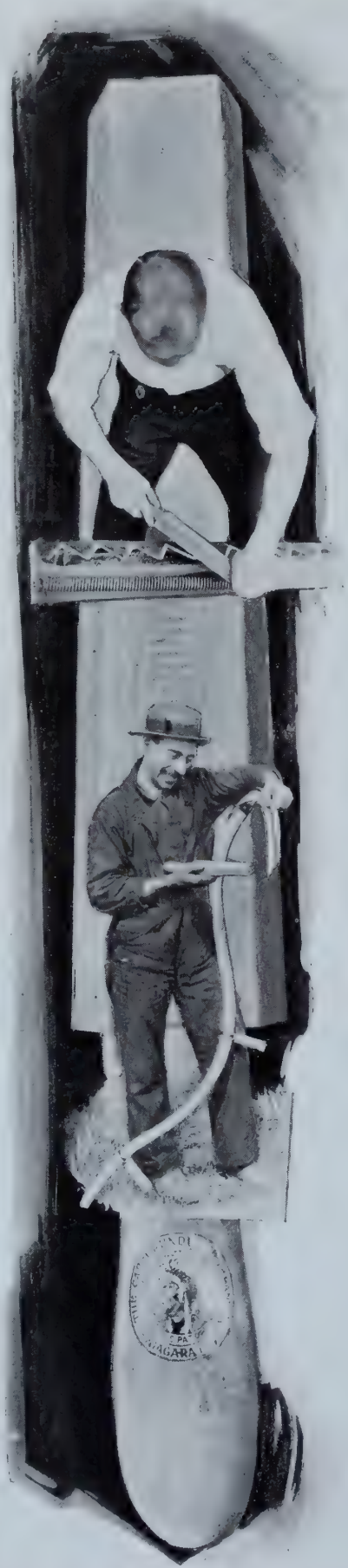

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THE CARBORUNDUM FILE No. 57

IT'S an abrasive tool that you can sell to almost anyone—particularly the farmer, the gardner and the handy man.

The Carborundum File is a general abrasive tool for sharpening Mower-Section Knives and Ensilage Knives, for edging Spades, sharpening Scythes and Grass Hooks and Clippers; for keeping the Household Knives sharp—for a hundred-and-one Sharpening Jobs.

IT'S A GREAT TOOL AND A GREAT SELLER

The Size, Shape, Design and Grit of the Carborundum File combine to permit it to be used more generally than any abrasive tool ever produced. We repeat—it's a Great Tool and a Great Seller.

BE SURE TO GET THE GENUINE CARBORUNDUM FILE No. 57—LOOK FOR THE IMPRINT ON THE FILE

GLAD TO TALK TO YOU NOW ABOUT A STOCK—DISCOUNTS, PRICES AND IMMEDIATE DELIVERIES

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

New York, Chicago, Boston, Philadelphia, Cleveland, Detroit, Cincinnati, Pittsburgh, Milwaukee, Grand Rapids

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 5 | THE MACLEAN PUBLISHING COMPANY, LIMITED | February 4, 1922
PUBLICATION OFFICE: TORONTO, CANADA

CANS

Whittall Cans will solve any can problem. Our wide variety is sufficient to satisfy most requirements, but if you have a special need we can make a can for it.

Among others are Paint Cans, Standard Packer Cans, Solder-Hemmed Top Cans, Open Top Sanitary Cans, Cans for Meats, Vegetables, Milk, Syrup, Fish, etc.

Put it up to our Service Department—they'll help you—

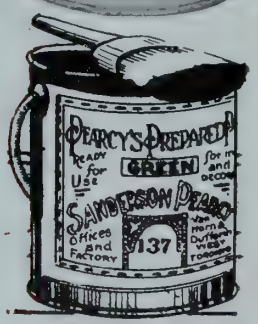
A. R. Whittall Can Company Ltd.

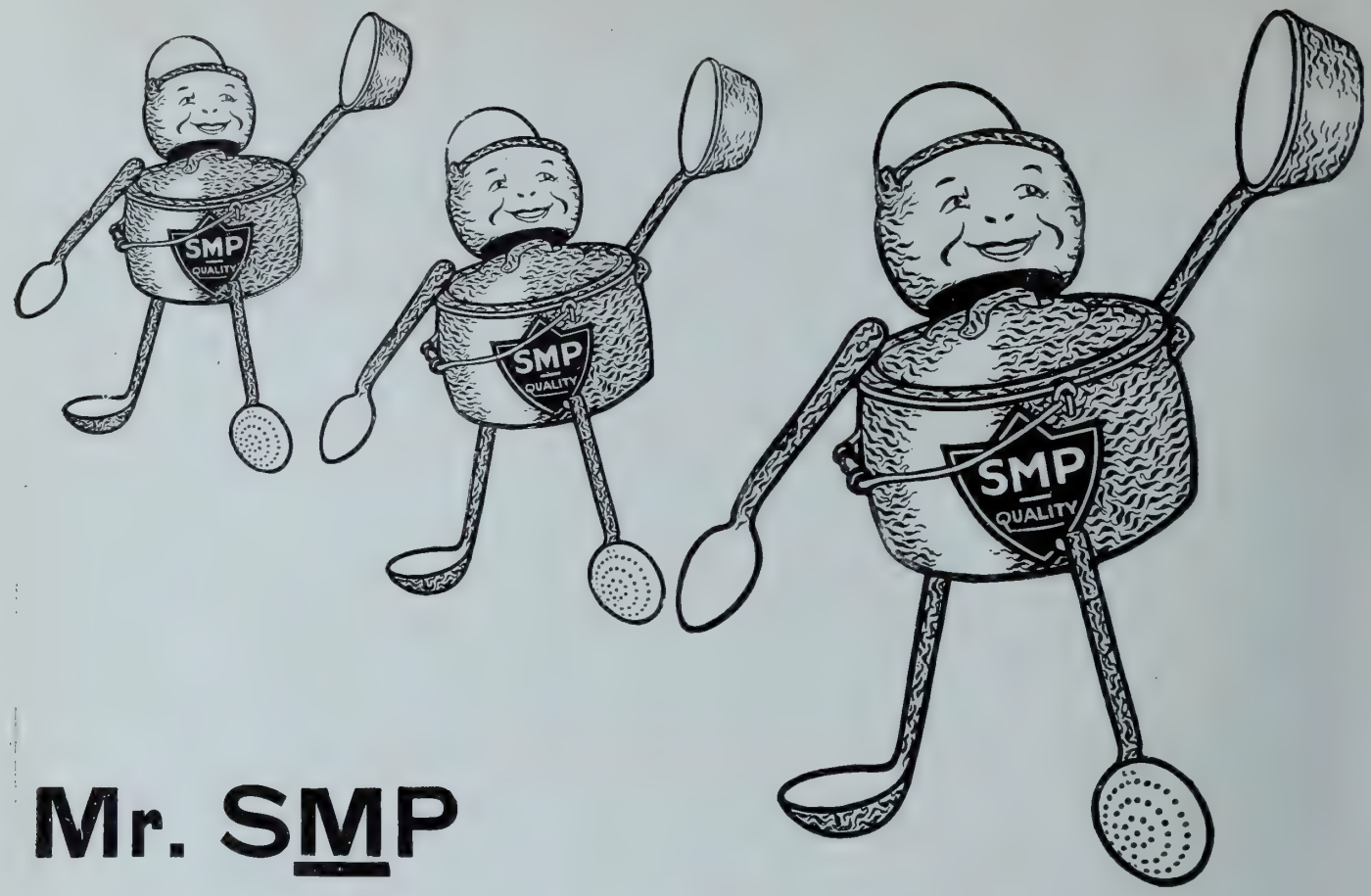
MONTREAL

Established 1888

Sales Offices:
1102 Royal Bank Bldg.
TORONTO
H. R. Phipps, Sales Mgr.
Phone Adel. 3316

Sales Offices:
410 Montreal Trust Building
WINNIPEG
Repr.: A. E. Hanna





Mr. SMP Will Talk a Blue Streak

Just in a few days now our new friend Mr. SMP will beam out at you and your customers from newspapers all over Canada.

He'll talk a blue streak and he'll keep on talking all through 1922 telling housewives in every part of Canada convincing things about Diamond Ware and Pearl Ware.

His line of goods is just as good as his line of talk. And Mr. SMP is a star salesman.

He'll come to you and invite you to hitch up closely with him for a banner year for Pearl or Diamond Ware—or both! He knows a live one when he sees him so be ready for action when he calls.

He will give you every possible help, and he guarantees that every retailer that comes in with him in a whole-hearted way will show a real profit in Diamond or Pearl Ware at the end of 1922.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

'RICE LEWIS' NEWS

It's not too soon now to get your spring-cleaning stocks in good shape

for the "early bird" in the house-cleaning movement.

O-Cedar Mop Polish

O-Cedar Mop

Liquid Veneer Mop

As Spring approaches and the sun becomes stronger, the good housewife begins to get uneasy to start house-cleaning. Many a woman starts with the first week in March and will be ready to make her purchases in house-cleaning lines in a week or so. Are you ready for the "early bird"?

We suggest that you sort your stocks of the following lines.

- O-Cedar Mops
- O-Cedar Polish
- Liquid Veneer Polish and Mops
- Red Cross Polish
- Glo Polish
- Nonolio Polish (Especially fine for Automobile bodies)
- Brasso (for brass)
- Bon-Ton Metal Polish
- Putz Cream (Brass Polish)
- Silvo Silver Polish
- Nonsuch Stove Polish
- English Dome Black Lead
- Johnson's Floor Wax in paste and liquid
- Old English Floor Wax
- C. & B. Floor Wax
- Linolio Wax Polish
- Martin-Senour Stovepipe Enamel
- Steel Wool for cleaning aluminum and hardwood floors. Put up in 1-pound and household packages (Nos. 0, 1, 2 and 3).
- Abrazzo Steel Wool and Soap for cleaning aluminum, etc., etc.

Let us sort your stock. Ask the Rice Lewis man or write direct.

Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis" Man or Write Direct

If interested tear out this page and place with letters to be answered.

UNIVERSAL

The Line that Makes Loyal Customers

EVERY housewife has a market value. Her trade is worth getting. Her loyalty is worth keeping. It cannot be bought. It must be earned—and deserved. The pleasurable and profitable thing about selling "Universal" home needs is that they never lose caste with trade. There is always the satisfying certainty that one sale will lead to **many.**

THE dealer who stocks and features "Universal" products isn't flirting with chance, but building surely and soundly for constancy of customers.

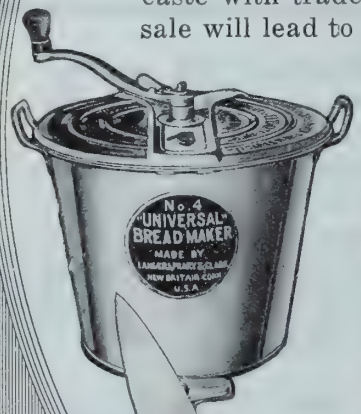
UNIVERSAL
Bread Makers
Food Choppers
Kitchen Cutlery

SHOW the housewife you can save her something and you can sell her anything. The "Universal" Bread Maker saves time and labor in making better bread. The "Universal" Food Chopper is also a waste stopper. Cuts out waste of bits of food by chopping it for tasty dishes. She wants sharp Kitchen Knives—the sharper the better—which means "Universal." They save time in cutting—spend no time at the knife grinder's.

"UNIVERSAL" products have thousands of homes to go to. Now is the time to start them on their way. Write for advertising material when you need it. There's always plenty. You're always welcome.

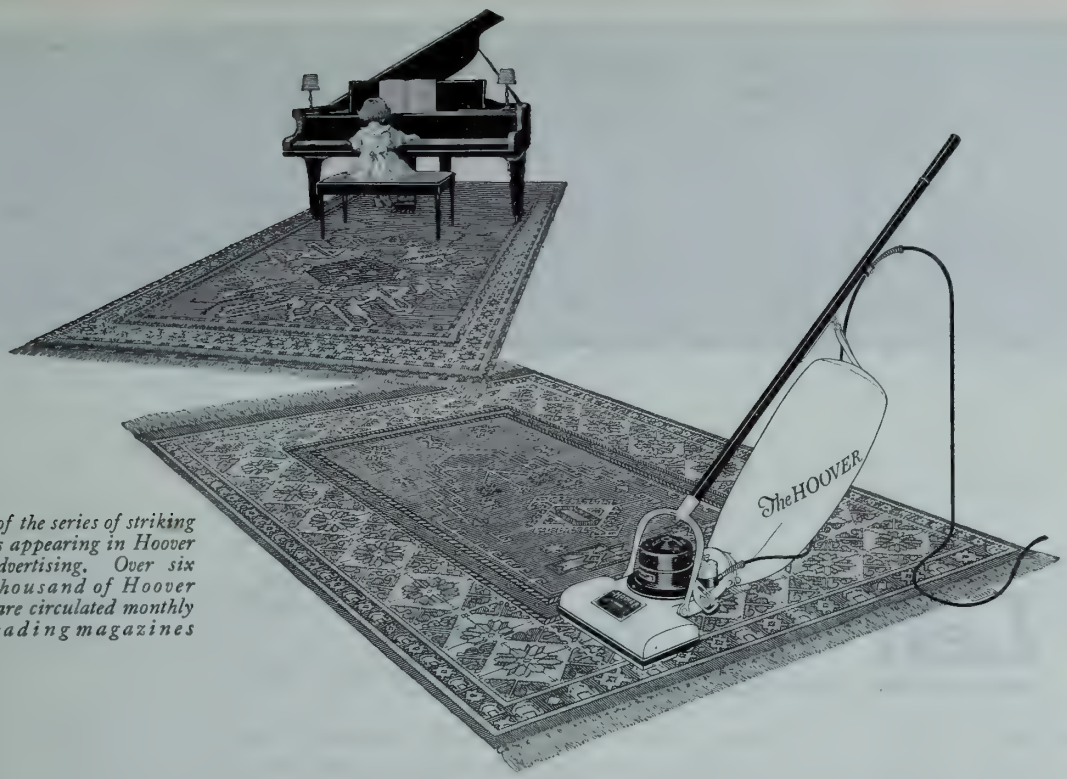
Landers, Frary & Clark
New Britain, Conn.

Canadian Representatives:
A. MACFARLANE & CO., LIMITED,
Montreal Quebec



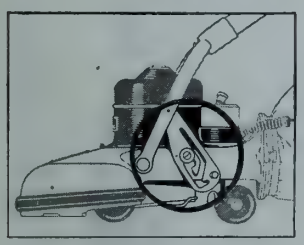
UNIVERSAL

"The Trade Mark known in Every Home"



This is one of the series of striking illustrations appearing in Hoover national advertising. Over six hundred thousand of Hoover full pages are circulated monthly through leading magazines

Become an "Authorized Hoover Dealer" in 1922!



Convenient Improved Handle Control Exclusively Hoover—

UNTIL the new "tilting bar" was brought out by The Hoover no satisfactory means of handle control on an electric cleaner existed. Now complete control of the machine is assured without stooping or stretching, without tightening bolts or screws. The user of The Hoover may easily tilt it backward or forward in order to pass any obstruction—may leave the machine to answer doorbell or telephone and return to find the handle held in a convenient operating position—may lower the handle for use under low furniture or lock it in an upright position for storage. All this is done quickly and easily by a slight movement of the foot. Protected by patents granted May 1, 1917, February 15, 1921, and pending. A total of 18 valuable patents are now the exclusive property of The Hoover Suction Sweeper Company of Canada, Limited. Still others pending.

This year every Hoover Dealer is to enjoy, more than ever, an enviable position among all dealers in household appliances.

Each dealer will be granted the Authorized Hoover Dealer's License, which publicly places the endorsement, confidence and moral backing of The Hoover Suction Sweeper Company of Canada, Limited, behind the store that secures an Authorized Hoover Dealership. Inquiries received as a result of our large national advertising campaign will naturally be referred only to such dealers.

Furthermore, the company will enter into a contract with each dealer which will be to his benefit.

The sale of Hoovers is to be limited to those dealers who are thus licensed to demonstrate, sell and service Hoovers. The license, framed and displayed in each store, informs the public that the dealer has been chosen to represent Hoover interests in his locality.

An "Authorized Dealer" window transfer is also furnished. It states that the dealer is licensed "to sell and service Hoovers bearing the factory guarantee."

Any Hoover purchased from other than an Authorized Dealer will carry no factory guarantee. Every legitimate effort will be made to protect licensed dealers.

The confidence of the buying public in the Authorized Hoover Dealer will be thus forcibly strengthened through this official authority granted by the factory.

Become an "Authorized Hoover Dealer" in 1922! The franchise will prove an asset of ever-growing value to you.

THE HOOVER SUCTION SWEEPER COMPANY OF CANADA, LIMITED
Factory and General Offices: Hamilton, Ontario

The HOOVER

It *Beats . . . as it Sweeps as it Cleans*

MADE IN CANADA—BY CANADIANS—FOR CANADIANS

CANADA
FOUNDRIES & FORGINGS
LIMITED

Lest we forget

Oft times in the valley the mists obscure our vision and we are prone to forget that eternal sunshine bathes the hill-tops.

Conditions today in the world of buying and selling at times cause confidence to waver. It is then we must remember Canada's splendid present position in comparison to any other and the greatness of her tomorrow.

The Smart people at Brockville, believing in the Dominion of Canada, and in a speedy resumption of better business, are now increasing production. They are also extending the number of their lines, and, where possible, the quality of their products.

JAMES SMART PLANT
BROCKVILLE

St. John Montreal Toronto Winnipeg Vancouver

REGISTERED W.D.S.&Co DURO ALUMINUM TRADE MARK

"DURO"

REGISTERED W.D.S.&Co DURO ALUMINUM TRADE MARK

ALUMINUM WARE

99% Pure

MADE IN CANADA

LARGE RANGE TO CHOOSE FROM—POPULAR PRICES

"Duro" is setting the pace in the quality race

Leading jobbers handle "Duro" and every piece is fully guaranteed
Have you received a copy of our new catalogue and price list?

DOUBLE BOILER

Both container and inset have heavy rolled edge. Inset can be used as a regular Sauce Pan on account of improved pattern and the container as a convex Sauce Pan. Cover made exceptionally heavy and fits either pan.

No.	Cap. Qts. Inside Pan.	Cap. Qts. Outside Pan.	Diam. Top.	Diam. Bot.	Height.
121½	1½	2	5½"	5½"	6½"
122	2	3	6"	6"	7"
123	3	4	7"	7"	8"

Polished Finish. Inside Ex-Ray Finish.

DUTCH STOCK POT
Inset Cover and Side Handles.
No. 366 ..... 6 Qt.
No. 367 ..... 8 Qt.

NO. 46 CAKE TURNER.
Length, over all, 13½". Plate, 3" x 4".
Polished Finish.

See us at Booth 71 - Hamilton Convention

All visitors are invited to look through our plant
(four blocks from Armouries) 80 Park St. North

DURO ALUMINUM, LIMITED

Successors to W. D. SHAMBROOK & CO., Hamilton, Ont.

W. D. SHAMBROOK, President

Representatives:

A. T. Chambers, Vancouver.
J. R. Anderson, 36 St. Dizier St., Montreal.
L. T. Walls Sales, Ltd., Winnipeg.
Armstrong & Paterson, St. John, N.B.
A. F. Burns, Hamilton, Ont.

If interested tear out this page and place with letters to be answered.

AMES HOLDEN

AHM System

Compare This Evidence With YOUR Experience

Ames Holden "Grey Sox" and "Red Sox" Tubes also cost less per mile.

Read this extract from a letter written by Mr. J. A. Knoepfli who motored from Calgary, Alta., to Kitchener, Ont., and back, last summer.

On the way east, Mr. Knoepfli had considerable tire trouble but at Kitchener he put a pair of Ames Holden Auto Shoes on the rear wheels of his Studebaker Big 6 and here is what he writes from Calgary:

> "My Ames Holden tires are still going strong at a mileage of 13,043 and have never been off nor had a flat tire. Going back home there were several stretches of crushed rock roads which would ruin the average tire—I can truly say that they are the best tires I have ever had — especially considering the weight of my car and the equipment I carry."

Since Ames Holden Auto Shoes are the same price as other tires, this is convincing proof that they cost less per mile.

Ames Holden McCready, Limited

Factory: Kitchener, Ont. **Head Office: Montreal**

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Kitchener, London, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Vancouver.

AUTO-SHOES

"COMPARE THE WEAR"

STANLEY
S.W.

GAGE
SELF-SETTING
IRON PLANE

The plane iron, when removed to be honed or sharpened, is replaced in exactly the same position as before removing. This also applies to the plane cap; when taken out to allow removal of the cutter, it goes back in the same position.

An illustrated folder, R21, setting forth the advantages of this plane gladly sent to hardware merchants for distribution; your name and address printed on the cover.

Canadian Representative:
A. MacFarlane & Co., Ltd., Coristine Bldg., Montreal

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

"Frost" Fence

Will Help All Your Other Lines

We know very well that every manufacturer you deal with naturally wants you to put the loud pedal on his particular line. We know you can't "push" them all. So---

Why not put the emphasis on Frost Fence that runs into a tidy sum of money every time you make a sale. At the same time you save the farmer money because Frost Fence is selling at practically the same prices as ordinary fence.

Frost Fence needs less selling effort than any other fence. It is known from coast to coast. Our big advertising campaign is stirring up business, and the farmer is looking for the man who sells Frost Fence.

Put a roll or two outside your store

You'll find the very best class of customers coming through your door—the kind you want for all your lines.

Sell the Fence with the Famous Frost Hold-Tight Lock that keeps every wire in place always, the fence that saves money both in erection and maintenance, the fence that stands up tight and tidy year in and year out ***and keeps the farmers' goodwill warm towards your store always.***

Frost Fence is made from the raw material to the finished fence in our own factory. We control the quality.

If you want to meet the farmers' desire for real economy—handle Frost Fence and let everybody know you are the man who sells it. Write us for full particulars.

Frost Steel and Wire Company, Limited

Hamilton - Canada

Manufacturers of :

Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies.

If interested tear out this page and place with letters to be answered.

NAILS

WIRE NAILS

Blued—Cement Coated —Galvanized—
Copper Plated—Brass Plated

CUT NAILS

Standard Cut Nails, Cut Finishing Nails,
Roofing Nails, Coopers' Nails, Boat Nails
Sharp and Flat
Pressed Nails
Clinch Nails

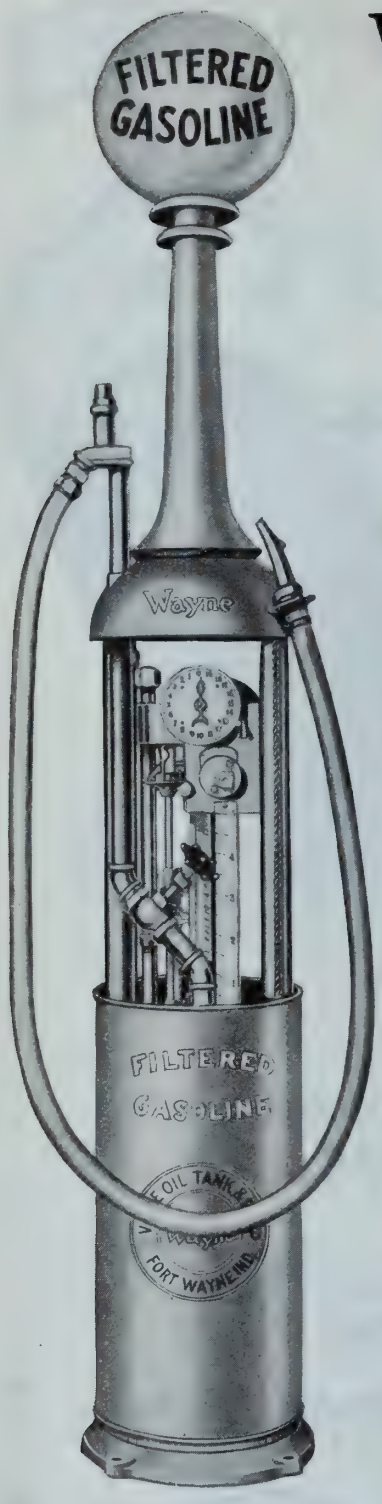
HAMILTON

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL

If interested tear out this page and place with letters to be answered.

Why Wayne Leads



The Wayne Monarch
CUT 276

The fastest five-gallon pump. It operates easily by hand. Sturdy, dependable, and mechanically accurate. Preferred by motorists because of its many exclusive features. Bulletin 276-HM describes it in detail.

For thirty years, without intermission, Wayne's inventive minds, skilled, fashioning hands, supervisors and executives have worked by day and by night, to keep apace with the ever-increasing demand for Wayne Honest Measure Gasoline Pumps.

Full time, full force is our daily schedule.

This condition, unusual in this industry, we attribute to the justly earned good will of the world's most prudent gasoline pump buyers. In substance, leadership gained as a reward for superior quality and better service.

Back of this superior quality, greater accuracy, quicker delivery, dependability and safety of each Wayne Honest Measure Gasoline Pump is the accumulative result of thirty years' exhaustive experimental and actual-test work. These pumps are the fruits of painstaking yesterdays.

The deep-seated satisfaction which you feel, the certainty of performance, the accuracy, economy and the service you enjoy through long years of use all flow out of the experience gained in the development of these pumps.

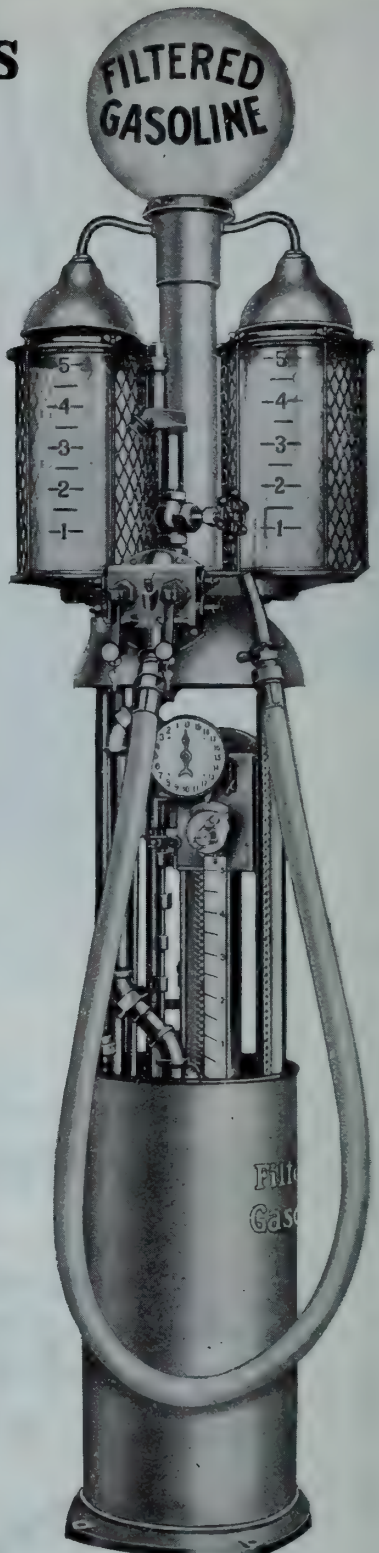
When better pumps are made to measure gasoline, Wayne will make them.

And Wayne's goal is to make its business a bigger, better business, to grow always, but to grow only so fast as we can keep faith with our policy and confidence with all patrons and users of Wayne Honest Measure Gasoline Pumps the world over.

Canadian Tank & Pump Co., Ltd.

121 Adelaide St., W.
Toronto, Ont.

REG U S
Wayne
TRADE MARK



The Super-Visible
CUT 452

Really two pumps in one. Operates as a visible or piston-type pump. Has all the exclusive features of the Monarch plus two [illegible] containers. Bulletin 452 HM describes this safe, mechanically accurate, visible pump.

OIL CONSERVATION SYSTEMS

Gasoline and Oil Storage Systems	Heavy Metal Storage Tanks	Oil Filtration Systems	Oil Burning Systems	Furnaces for Metal Melting Forging and Heat Treating

If interested tear out this page and place with letters to be answered.

BILLMONT WRENCHES

with Interchangeable Sockets

The "Master" Wrench

This wrench is a masterpiece among tools. With the strength of a pile driver, with its hooked nose and knurled hand grip, sliding handle, it is probably the most universal tool in the world.

No car, truck or tractor owner should be without one.

No farmer or mechanic should be without one. It is useful in every household.

This wrench gets in the most difficult places, where often you have to use a chisel and hammer to remove the nut. Hours of labor could be saved by having at hand the master wrench.

Ball and spring in cap keeps handle in place. The solid "T" bar handle which slides back and forth, in order to pass any obstruction, gives tremendous power.

The Master Wrench is everybody's wrench, and with it comes an assortment of sockets up to 1″. This Master Wrench, as well as the complete Billmont Wrench outfit, can be obtained at all good dealers.

Ask your dealer or write us.

Russell Gear & Machine Co., Ltd.
1209 King St. West
Toronto - Ontario

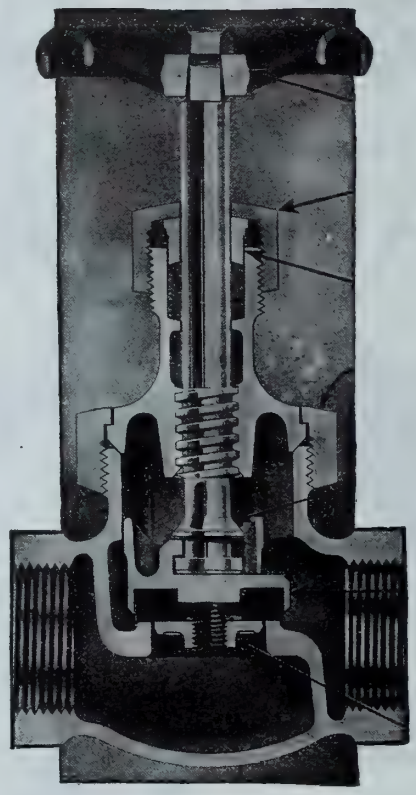
The Universal Billmont Nose-Piece

The nose, turned at an angle at the end of a long, straight shank, makes it possible to reach places that would otherwise be hard to get at. The outer tube is stationary and offers a firm grip. The universal nose piece takes sockets of all sizes.

If interested tear out this page and place with letters to be answered.

SEVEN FEATURES OF THE CRANE NUMBER 7

for use in plants where continuous service is required and where discs must be changed quickly without injury to the valve.



1—Easily removable malleable iron, non-heat wheel

2—Malleable iron nut

3—Brass gland

4—Malleable iron nut

5—May be packed under pressure when valve is wide open

6—Removable disc holder for quick change

7—Removable nut for changing disc

Made in sizes ¼-to 2-inch; for 150 pounds steam working pressure; discs for steam, air and water supplied as ordered. Body, Bonnet, Stem, Disc Holder, Gland, made of Brass.

Fully described in Circular No. 1 which will be sent upon request.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
QUEBEC, SHERBROOKE, ST. JOHN, VICTORIA.

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM, LEEDS, GLASGOW.

8

If interested tear out this page and place with letters to be answered.

1922?

THE YEAR 1922 will be a successful year for us all if we concentrate our best efforts in giving a better service to our customers which will result in more and bigger sales.

Dealers handling "Souvenir" stoves and ranges and "New Idea" Warm Air Furnaces will earn a reputation for handling the best line that labor can produce. Seventy-five years of manufacturing without a single complaint about any of our goods is a strong statement to make—but it's true.

Our big national advertising campaigns make sales for our dealers. Tie up to us and get the benefit of our generous co-operative plan and make 1922 your biggest year.

Write for catalogue and descriptive folders covering all of our lines.

THE HAMILTON STOVE & HEATER CO., Limited

Successors to GURNEY TILDEN CO., Limited, Hamilton

75 Years Successful Manufacturing

Special Quebec Representatives: Montreal Supply Co., Ltd., 16 Craig St. W., Montreal, P.Q.
Vancouver Representative: 1073 Hamilton St., Vancouver, B.C.
Winnipeg Representative: 134½ Higgins Ave., Winnipeg, Man.

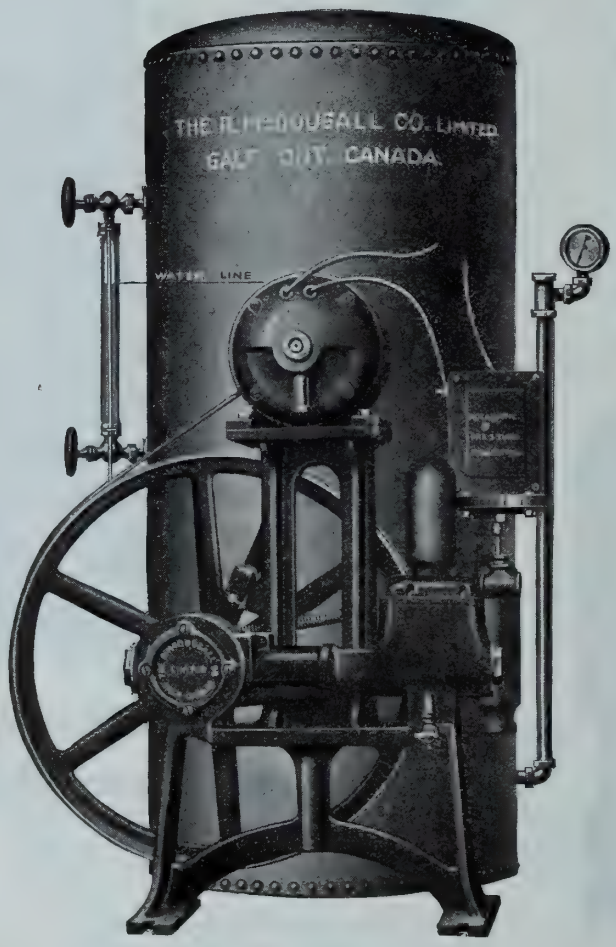
"SOUVENIR" STOVES AND RANGES

"NEW IDEA" WARM AIR FURNACES "Pipe and Pipeless"

If interested tear out this page and place with letters to be answered.

McDOUGALL

ELECTRIC HOUSE SERVICE PUMPS



Designed to meet a growing demand for an economical, efficient and noiseless water system for up-to-date homes and public and private institutions.

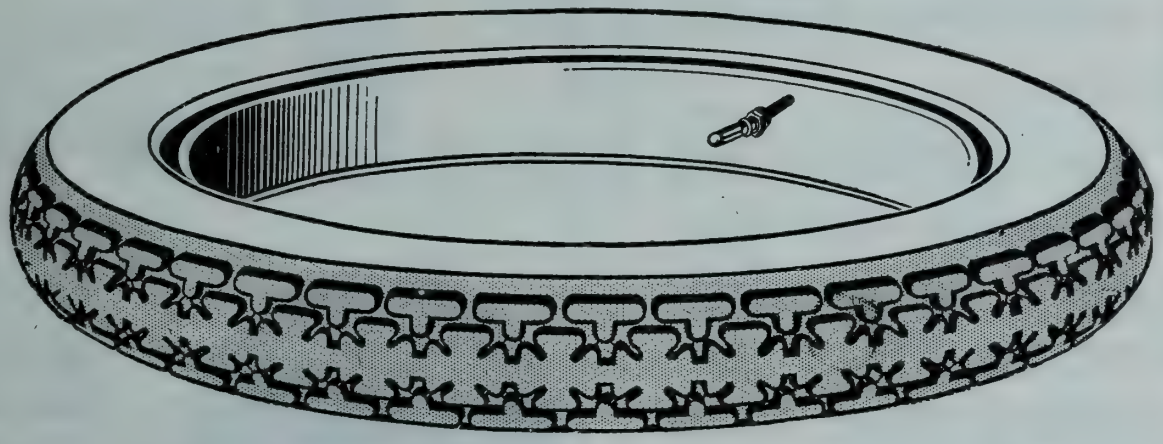
We will be pleased to see you and demonstrate this outfit or any of our pumps at the Hardware Association Convention at Hamilton. Our booth is Number 14—make a note of this now.

The R. McDOUGALL CO., Limited

GALT ONTARIO

If interested tear out this page and place with letters to be answered.

Make Them Your Leader--They Will Lead Your Tire Dept. to Success



"GUTTA PERCHA" CORD FABRIC TIRES

Keep a Good Stock of "Cord" Tires

Indications are that "Gutta Percha" "Cords" will have a big run this year

GUTTA PERCHA & RUBBER, LIMITED

Head Offices and Factory, Toronto

Branches in all Leading Canadian Cities

If interested tear out this page and place with letters to be answered.

As a dealer, you know the value of standard brands, consistently advertised.

They require no selling effort, and are among your best and steadiest profit-makers.

The following five brands are the standard of quality wherever files are used: they have been for over fifty years.

Specify by name when ordering from your jobber one of these brands:

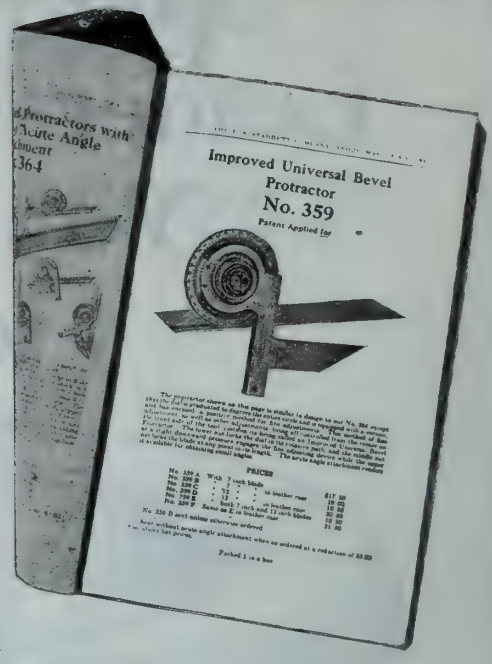
Kearney and Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

New Tools You Should Know



Improved Universal Bevel Protractor No. 359

A protractor that will interest every top-notch machinist. Graduated to degrees throughout the entire circle of its dial, equipped with a vernier and a new positive device for fine adjustment, and so arranged that all adjustments may be centrally controlled from the front side of the tool. The superior convenience and wide range of measurement afforded by this No. 359 Starrett Protractor will be much appreciated by all your customers who know and use fine precision tools. Consult your copy of the new Starrett Catalog No. 22 "MA," see page 83 for full description and illustration. If you haven't a copy handy, write for it now, and also get the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-246

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

Ford TRUCK

The Load?

YOU intend buying a truck. You have a varying quantity and weight to move from one place to another in each working day.

Can you transport the necessary quantity daily in one ton loads? If so, you should buy a Ford One-Ton Truck rather than a heavier truck.

Because.

(1) The first cost of a heavier truck is at least three times that of a Ford One-Ton Truck.

(2) A heavier truck demands the employment of a more expert and consequently a higher paid driver.

(3) The operating cost of a Ford One-Ton Truck is only a fraction of that of the heavier truck.

(4) Service—which is so essential in the operation of commercial vehicles—is always available "round the corner" when you own a Ford Truck.

Stake Body

Platform—97" x 64½" inside measure, racks—24" high with four slats running all around platform. Sign board 21" x 29" on each side of racks. Stakes and racks solid hardwood; cab has full length doors and double-ventilating windshield

Express Body

94" x 57" inside measure; panels 13" high inside with 7" flare board; rear end gate hinged and chain fasteners. Heavy malleable braces on panels and flare boards; stringers, panels, etc., hardwood. Cab—full length doors and double ventilating windshield; drop windows in doors.

Canopy Top Body

96" x 46" inside measure; panels 14" high, flare board 5½" high; top of roof from floor 58", drop tail gate, with chain and hinges. Top is removable; side rear and driver's storm curtains with Paralyn lights; full ventilating windshield.

Call up the nearest Ford dealer, he can prove these statements by cold hard figures from the experience of others.

Dealers are now able to make delivery of the Ford Truck Chassis equipped with standard Stake, Express or Canopy Top body.

Ford Motor Company of Canada, Limited, Ford, Ontario

109 T

If interested tear out this page and place with letters to be answered.

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

FOLDING FURNITURE

"GOLD MEDAL" FOLDING FURNITURE

TRADE MARK REG. U.S. PAT. OFF.

FOR HOME AND CAMP

A Reputation That Means More Profits For You.

A generation and a half of consistently high quality has established the name of "Gold Medal" Folding Furniture among men who know the great outdoors. Campers, hunters, explorers — all have learned to bank on "Gold Medal."

This acceptance has made the Gold Medal line an exceptionally good seller in the past. This year—an outdoor year—will be a Gold Medal year. Our national advertising in the Saturday Evening Post and other mediums is teaching your customers and prospective customers to look for the Gold Medal trade mark.

Is your name on our list for complete dealer co-operation?

Spring Edition of the "*Camper*" Ready to Mail.

This interesting little magazine is issued quarterly to keep you posted on any new items—tips for better business—selling helps, etc. The February issue is now on the presses. Send in your name and your jobber's name and we will put you on our mailing list.

We refer inquiries from national advertising to dealers. Send in your name to-day.

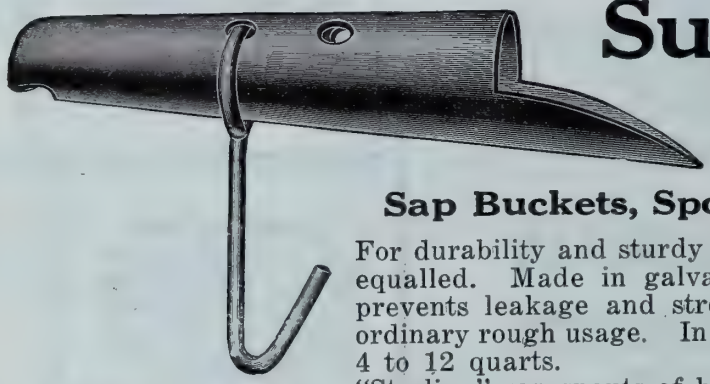
GOLD MEDAL CAMP FURNITURE MANUFACTURING CO.

1704 Packard Ave. - Racine, Wis.

For 30 years makers of fine, folding furniture

FOLDING FURNITURE

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"



Sugar Makers' Supplies

Sap Buckets, Spouts, Covers, Syrup Cans

For durability and sturdy service Davidson sap buckets are unequalled. Made in galvanized or heavy tin, double seaming prevents leakage and strength of material will withstand all ordinary rough usage. In several sizes and shapes ranging from 4 to 12 quarts.

"Sterling" sap spouts of best quality open hearth steel—coated to prevent rust—non-injurious to trees.

Syrup cans—plain tin with screw tops—in round and square shapes in several sizes.

Prices and particulars on application

The Thos. Davidson Mfg. Co. Limited

Head Office - Montreal Established 1860

Branches: Toronto - Winnipeg - Calgary - Vancouver

DAVIDSON

If interested tear out this page and place with letters to be answered.

He Stopped for Imperial Polarine—

Enterprising garages and hardware stores like to sell Imperial Polarine Motor Oils because of the high degree of satisfaction which they give to all purchasers. Imperial Polarine Motor Oils create the sort of customers who come back.

There is profit and satisfaction for dealers as well as customers in every gallon of Imperial Polarine sold. The motorist who stops for them will buy many other things and Imperial Polarine Motor Oils will thus build up your trade.

Consistent advertising has made the high quality of Imperial Polarine known everywhere throughout the Dominion. Tie your place of business up to this advertising by displaying Imperial Polarine in your window and on your counter.

Sell the complete line of Imperial Polarine Motor Oils, Transmission Oils and Cup Grease. Make your store lubrication headquarters. Display the Imperial Chart of Recommendations.

IMPERIAL OIL LIMITED

Manufacturers and Marketers of Imperial Polarine Motor Oils and Greases.
Marketers of Gargoyle Mobiloil in Canada.
Branches in All Cities.

If interested tear out this page and place with letters to be answered.

The Libbey-Owens Factory
Equipped With Jenkins Valves

Fig. 106

Jenkins Valves are functioning every day in this big Hamilton plant—the home of "Made-in-Canada" Window Glass.

Jenkins Valves are satisfactory and trouble-free because every individual "Jenkins" is tested for severest service before it leaves the factory.

There's a type and a size of Jenkins Valve to meet every customer's valve requirements. Write for Catalog No. 8.

Jenkins Bros
LIMITED
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO WINNIPEG VANCOUVER
EUROPEAN BRANCH 6 GREAT QUEEN ST KINGSWAY LONDON W.C.2 ENG.
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

TRADE JENKINS MARK — Jenkins Bros — TRADE JENKINS MARK — Jenkins Bros

---

QuiKwerK TOOLS

—and they stay sharp

THE pick that stays on the job longest without redressing is the pick you are looking for. You can be sure of the steel, the temper, and the careful forging of Quikwerk Picks. Finished in black with polished points. All styles shown in our catalog.

Order Quikwerk Picks through your Jobber

The Warren Tool & Forge Co.

234 Griswold Street Warren, O.

If interested tear out this page and place with letters to be answered.

ATKINS STERLING QUALITY SAWS

Almost Every Saw User Knows Atkins Sterling Quality Saws

It means that the farmer, and the carpenter, and the mechanic, also the butcher, the grocer and the householder are sold on the high quality of Atkins Saws.

We are advertising them through the leading trade journals and other papers.

But you, are you cashing in on our advertising?

Are you showing the public that you have Atkins Saws for sale?

Are you using our free electrotype and window display service? If not, then write us for our plans to help you sell more saws—Atkins Saws.

MADE IN CANADA

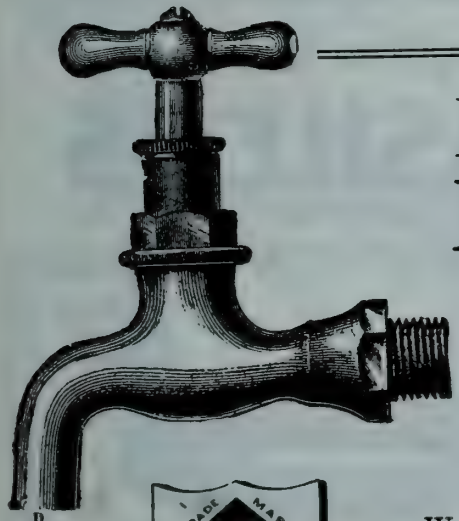
E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory : HAMILTON, ONT.

Branch : VANCOUVER, B.C.



Plumbing Goods MORRISON

We stock:—Iron Pipe, Lead Pipe, Cast Iron Soil Pipe and Fittings, Brass Tube ⅛ to 10 inch O.D., Brass Pipe (Iron Pipe Sizes), Copper Pipe (Iron Pipe Sizes), Brass Rod (Round and Hexagon), Copper Rod, Sheet Brass, Brass Wire.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

We stock:—Brass and Copper Pipe, Iron Pipe Fittings, Brass Pipe Fittings, Pipe Fitters' Tools, Stocks and Dies, Pipe Wrenches, Pipe Cutters, Pipe Vises, Etc., Etc.

James Morrison Brass Mfg. Co.,
93-97 Adelaide St. W.,
Toronto

If interested tear out this page and place with letters to be answered.

Mr. Retailer—

Would you buy a fine locomotive never been used, at less than cost?

Once more—What would you do with it after you got it?

Have we pointed a little moral in these two questions? **Namely,** that you as a successful merchant must buy **sales,** not goods? It makes no difference what an attractive chance you have for a bargain —remember that **you don't even get your money back, much less a profit, till you have made a sale.**

Because you appreciate the value of "salability" you carry nationally advertised articles, and sell them even when the profit on **individual sales** is less. **Volume** makes up the difference many times over.

Among Taps, Dies, Screw Plates, Drills, Reamers and Pipe Tools the GTD trademark is the sign of "salability." It's the "oh, yes, I know about that concern" mark. It makes the sale easier for you. Isn't it time for you to see if this "salability" asset is working in your small tool department?

And don't forget that **one source of supply** saves you money in

SHIPPING COSTS
BOOK-KEEPING
CORRESPONDENCE

The GTD line is sold and stocked by leading jobbers in every city in Canada

We will be pleased to tell you your nearest source of supply.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

United States Factory
Greenfield Tap & Die Corporation, Greenfield, Mass., U. S. A.

Let the Birkett Salesmen Help

Put it up to the Birkett man. He sees a lot of retail merchants. He knows their problems and successes.

He will gladly help and advise you if you desire it. He knows the experience of other merchants with different lines and will gladly assist you without any attempt to force his attentions on you. Give him a welcome, a hearing and a trial.

Thos. Birkett & Son Co.
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa Canada

Wrought and Steel Plate WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

NAILS WIRE

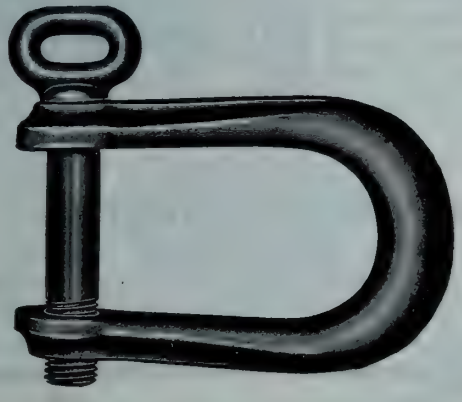
The Only
Canadian
Steel Makers
Using Raw Materials
Mined Entirely Within
The British Empire.

PROMPT SHIPMENTS
FROM OUR COMPLETE STOCKS
AT MONTREAL, ST. JOHN, N. B. and
SYDNEY, N. S.

Dominion Iron & Steel Company Limited

Subsidiary of

British Empire Steel Corporation Limited



"IMICO"
Wagon and Carriage Hardware

Quality Products *Prompt Service*

Malleable Iron Clevises, Whiffletree Hooks, Ferrules, etc.

Write for copy of our new Illustrated Catalogue.

International Malleable Iron Company, Limited
GUELPH - ONTARIO

REPRESENTATIVES:
Halifax—GEO. D. HATFIELD, Bedford Chambers.
St. John, N.B.—H. G. ROGERS, LIMITED, 147 Prince William Street.
Winnipeg—HARRY F. MOULDEN, & SON, Confederation Life Building.
Vancouver, B. C.—CYRIL AMES, Welton Block.

If interested tear out this page and place with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

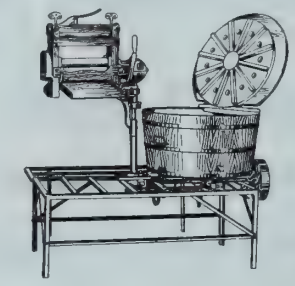
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

Any Hardwareman Can Sell Washers if He Boosts Them



Every home in your district NEEDS a Liberty Washer. If you talk Washers you will sell washers. Get our prices and terms. Most complete, up-to-date washer for the money ever put on the market. Agencies still open.

A. R. LUNDY

257 King St. West, Toronto

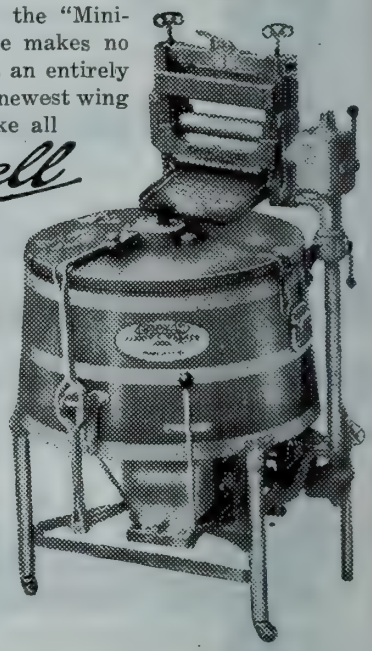
IT PAYS A DEALER

to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell

Products, it embodies the most approved modern features — quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.



MAXWELL'S LIMITED

St. Mary's, Ontario

Winnipeg Representatives: Bissett & Webb, 126 Lombard St.

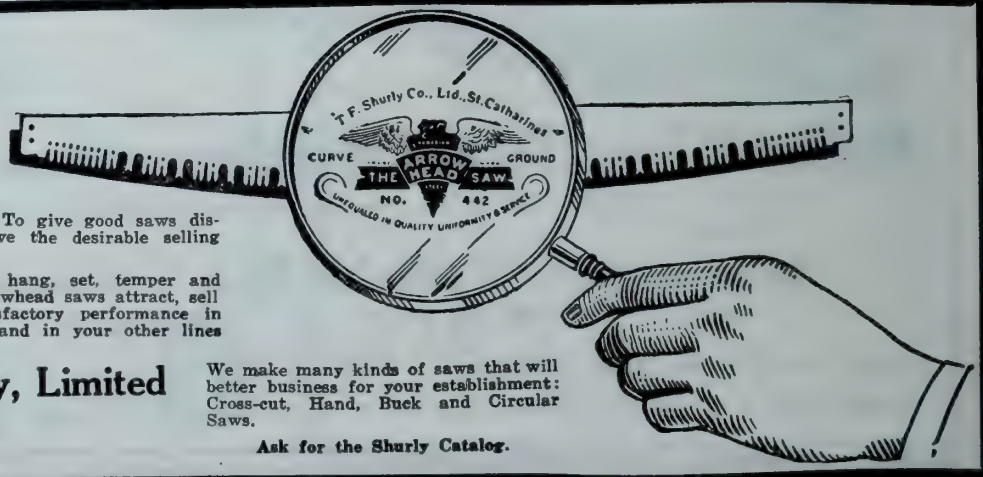
Montreal Representatives: Jas. S. Parkes & Co., 290 St. Paul St. West.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited

St. Catharines

Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

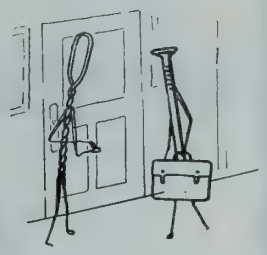
ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

LAIDLAW'S WIRE BOYS

Their Chat No. 16.

ODD STYLE WIRE NAILS TO ORDER



1. "I've got an order for a special wire nail in my grip this week, B. T. This firm wanted a nail with an exceptionally large head which of course you know we can supply without any trouble."

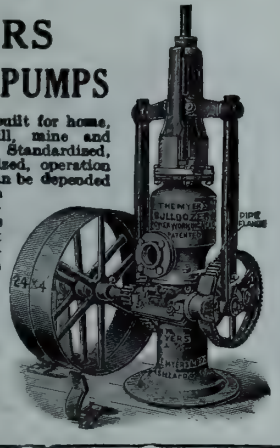
"I know that, W. N., for the Laidlaw people make a feature of odd style nails or anything else in wire products. Nothing is too difficult for them to make and make well."

Laidlaw Bale-Tie Co. Limited
Hamilton, Canada.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND, OHIO

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last twenty years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mill Co.
LIMITED
LONDON, CANADA

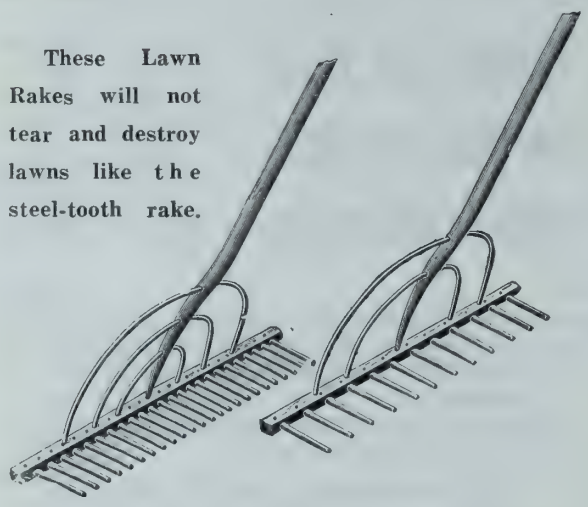
Sales Agents: Western Canada, Bissett & Webb, Ltd., Winnipeg; 4

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.

Steel Tube Bow Hay and Lawn Rakes

These Lawn Rakes will not tear and destroy lawns like the steel-tooth rake.



It is easy to convince your customers of the superiority of this rake.
The steel tube bow makes a much stronger and better looking rake and does not add anything to the weight.
Note the improved double bend in the handle, making a much better hanging rake.
We also make the wood and wire bow rake.

RUGG-BALL MFG. CO., LIMITED
AYER'S CLIFF, - - QUEBEC

MARBLE'S

Outing Equipment Sells to All Outdoor Men

Stock these ready year-round sellers. Marble's axes, knives, gun sights, cleaners, etc., sold by leading jobbers—if your jobber can't supply you, order direct. Discounts from list prices. Get Marble's catalog.

Jointed Rifle Rod—Solid as 1-piece rod—won't wobble, bend, break. Swivel permits cleaner to turn—26, 30, 36 inches long, brass or steel, in cloth bag. List price $1.25 Give cal., material and length.

Safety Pocket Axe—Handiest tool made for outdoor men—2⅜—4 in. Blade finest steel—11 inch steel handle. Guard folds into handle. List price $3.25. With selected hickory handle $2.00.

Marble Arms & Mfg. Co.
5350 Delta Ave., Gladstone, Mich.
Western Canadian Representative:
R. H. Conley, 447 Main St., Winnipeg.

TRIMO

THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench — Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

"VIKO" "VIKO"

Aluminum Products

"VIKO" goods represent superiorities in design, construction and workmanship, that have a definite appeal, not only to the consumer, but to the salespeople who handle them; and so make for enthusiastic selling.

Write for more information to

Hurtubise Limited

222 Notre Dame Street West
MONTREAL CANADA

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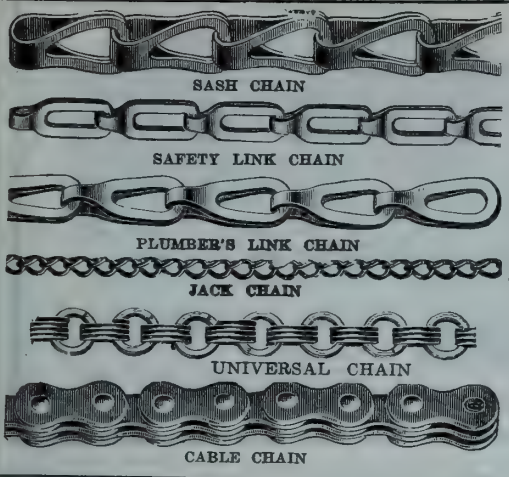
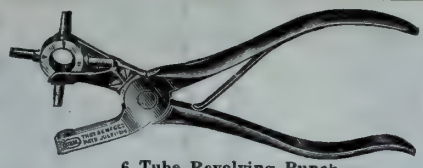


SASH
CABLE
TRANSOM
PLUMBERS
SAFETY
JACK
LADDER
UNIVERSAL
AA and XXXX

CHAINS



6 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

PUNCHES

Semco Revolving Punch

THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAIN"
BRIDGEPORT, CONN., U. S. A.

TANKS

Gasoline Tanks
For Underground Storage

Made of the finest copper steel procurable, welded and then painted on the outside with Anti-Rust, Acid-Proof black paint, these tanks are practically rust and corrosion proof. For handling gasoline only the very best is safe. The thorough test all our tanks undergo before leaving our factory is a guarantee of their reliability. The prices are most reasonable.

Oil and Gasoline Tanks

Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

Your money back if not satisfied

Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA

Ask for

THE OLD RELIABLE

BLACK **DIAMOND**

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED
82 McGill St., MONTREAL

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

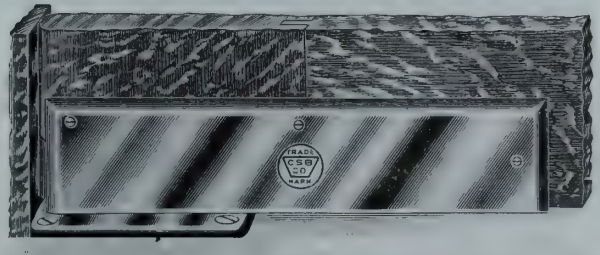
The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and an aligning feature.

It is recognized as the "PREMIER."

Chicago Spring Butt Company
CHICAGO NEW YORK
Send for Catalogue M36.

TRADE
CHICAGO
MARK
SPRING HINGES



OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

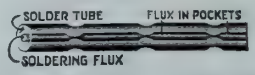
ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



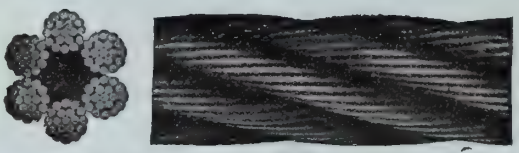
Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder. Co

4225 Wrightwood Av. Chicago, U.S.A.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

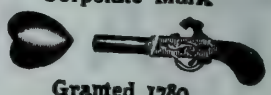
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.

HAMILTON

For sale by Leading Wholesale Houses.

Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CULTERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Watch For Our Ad Featuring Hardware and Building

CASTINGS

In next week's space. We also make K-T Cobbler Sets, Window Weights, Coal Chutes, Clean Out Doors, Clothes Reels, Horse Weights, Well Wheels and Clothes Line Pulleys.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE QUEBEC

Western Agents: **The H. L. Perry Co., Limited, Winnipeg, Man.**

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

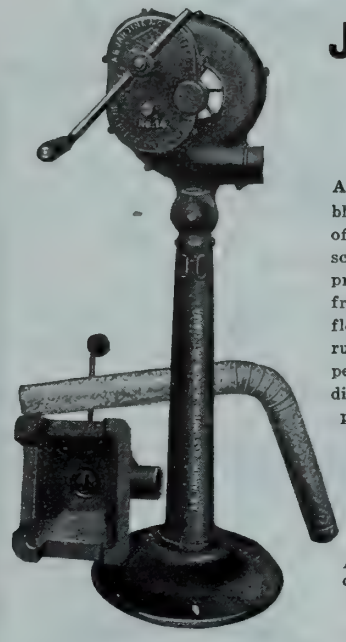
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dixier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.



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A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

make a Profitable Display

Arrange a display on your counter or in your window of **MENDETS** and watch the demand it will create.

For mending pots, pans, rubber goods, etc., it is unequalled and merchants have found it a real profitable article to sell.

Your customers will be impressed with **MENDETS'** money and utensil saving qualities. Write your jobber and he will supply you.

Collette Manufacturing Company - Collingwood, Ont.

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO., LIMITED

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Hamilton Hardware Convention

Section No. 62
ARMOURIES

February 14th to 17th

Children's Wheel Goods
Velocipedes, Autos, Sleighs,
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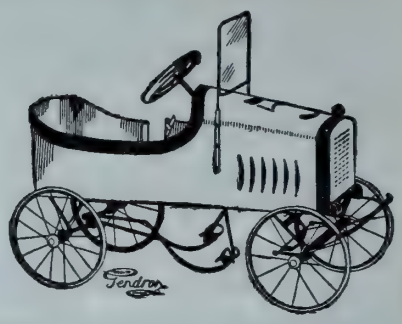

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WOODEN WARE
PRODUCTS
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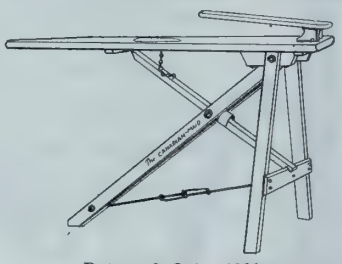

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is the very latest thing in the way of an Ironing Table.

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Weighs less than 18 lbs. but will support over a half ton.

Simple to operate and the most substantial Ironing Table made.

Folds up into about three inches of space.

Retails at $5.00 and $5.75 if equipped with Sleeve Board.

Liberal discounts to dealers.

Send us your order and if not absolutely satisfied return the goods.

Write today for prices and descriptive literature.

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The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

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Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

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The Wm. Cane & Sons Company, Ltd.
Manufacturers **NEWMARKET, ONTARIO**

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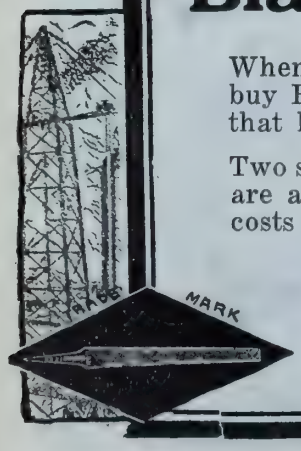


When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

Auto Measures and Funnels

Copper Plated and Rustproof.

Cars will soon be taken out of winter storage and overhauled.

Garages, Tinware Dealers and Hardware Stores should check up their stocks of these lines, and prepare now for the coming increased demand.

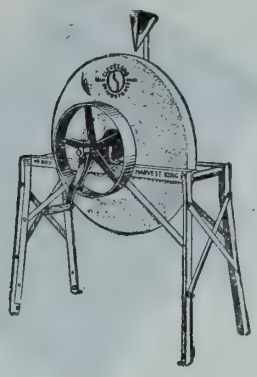
We will be glad to send descriptive matter and quote prices.

Remember we make Ford Gaskets — Gasoline Carriers — Oilers —and STILLS— for **purifying water.**

All the ordinary sheet metal appliances for the proper care and running of the car can be obtained from us.

E. T. Wright Co.,
Limited

Hamilton, Canada



This Will Be a Big Grindstone Year

Restricted buying of last year is this year giving way to the replenishment of necessities. Grindstone replacements have been delayed until now the need is so great that there will be a greater demand this year than usual.

"Display Cleveland Grindstones and Win a Prize" is the title of a folder we have just issued and which tells all about a prize contest that we are sure you will want to know about. Your copy of the folder is ready for the asking. A postcard will do.

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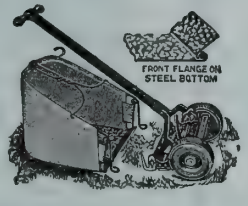
Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.



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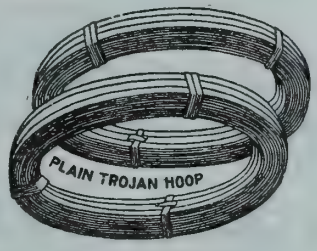

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Plain, Embossed, Galvanized

Metal Specialties. for the Shipping Department

J. N. WARMINTON & CO.
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CRESCENT GROUND CROSS-CUT SAWS

Simonds Canada Saw Co., Ltd.
"THE SAW MAKERS"

Montreal, Que., St. John, N. B.
Vancouver, B. C.

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"Please send me," he said,

and we mailed him the book. This is the letter he wrote us:

Dayton, O., June 2, 1921.

"Henry Disston & Sons, Inc.
Philadelphia, Pa.

"Gentlemen:—I want to thank you for your 'Saw, Tool and File Book,' which I received several days ago, and with which I am very much pleased.

"Your Book is just what I need, I have six of your saws, but the way I have been filing them I think I shall need a jointer.

"I feel very good toward you for your courtesy to me! In fact, I think you are just about as fine as your saws. I don't think that I could pay you a higher compliment.

"I am fifty-five years old, and in all my years I have heard only two men praise any but the 'Disston Saws.'

"I am not familiar with your other tools, and, frankly, I didn't know that you made any others, but I shall get acquainted with some of them very soon.

"In conclusion let me again thank you for the Book; it has so much valuable information in it, and so many fine illustrations that I hardly know which to praise more—its utility or its art. I like both, and am immensely pleased.

Yours truly,
WM. BENZING,
1220 Wyoming Street."

When a man gives us a compliment like that, do you wonder that we want to talk about it? We wish you would read the book. If you would like a copy, or several for your clerks and customers, write your name and address on this page, and mail it to us. Address the envelope to Desk No. 2. We will send you the book free of charge.

DISSTON

U. S. Pat. Off.

Henry Disston & Sons, Ltd.

Toronto, Canada.

Branch: Vancouver, B. C.

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"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

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Compass Saws
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Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels

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Mitre-box Saws
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Re-saws
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Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre

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Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.
Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. L. Southall, Managing Editor.
B. C. Culley, Associate Editor.
W. C. Dover, Associate Editor.
L. Lefroy, Toronto Representative.
W. H. Jackson, Toronto Representative.
R. W. Smith, Montreal Representative.
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S. A. Merriam, Advertising Service Dept.

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

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Wire, Barbed Wire, Staples, Tinned Wire
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Write To-day for Information and Prices.

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Collingwood, Canada

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV FEBRUARY 4, 1922 No. 5

Tire Dealers Say Themselves to Blame

Unsatisfactory Conditions Prevailing in Tire Business Discussed at Annual Meeting of Automotive Equipment Section R.M.A.—Manufacturers Said to be Doing Their Part to Right the Situation —Want "Seconds" Eliminated—What is a "Legitimate" Dealer?

AN EXTENSIVE discussion on the present tire situation and recent developments in the automobile accessory field, took place at the early sessions of the fifth annual convention of the Retail Automotive Dealers' section of the Retail Merchants Association held in Toronto the latter end of this week.

One Toronto dealer objected to the policy of certain tire companies of selling their whole output of "seconds" to certain large distributors and thus making it impossible for the smaller dealer to get a portion of such trade. Objection to this was taken by other dealers present on the ground that a business in "seconds" was not desirable and that the trade should do everything in their power to discourage it in the interests of business in first quality tires only. He added that the manufacturers would be well advised to destroy all "seconds" in the factory and this would add very little to the cost of the first grade tires and give much better satisfaction among users. On it being pointed out that while other dealers sold "seconds," the customer would insist on going to them for such tires, it was the opinion of several dealers that in such cases a customer was not lost, but that a friend was gained inasmuch as the merchant's desire to sell only first grade tires would later be appreciated by that customer when experience had been had with "seconds."

"Second" Tire Market Undesired

"The 'second' tire market is rotten but we cannot do anything unless the tire companies try to clear up the market of these lines," said G. Grainger, Toronto, pointing out that tires are down in price again and there is therefore less excuse now for selling "seconds." This dealer further referred to the practice of tire companies in opening commercial accounts which he thought were the rightful customers of the dealer.

"In my section of the city there is no market for the dealer," said Mr. Grainger, "and the only way to sell a tire is to put big pressure on the air pump and blow up an occasional one."

Margin Not Sufficient

D. Rowe, London, Ont., contended that the margin of profit on tires was not sufficient. "You can get 30, 35 and 40 per cent on accessories, but on tires you get only approximately 20 per cent and generally the service must be given of putting on the tire free of charge. Nevertheless, I believe the tire companies are sincere in their efforts to maintain prices, but unfortunately some of them have a very poor check on their dealers." Mr. Rowe mentioned the case of one rubber manufacturer who lost the mechanical goods business of a local firm because they would not cut prices on tires to them. This would have been all right if other manufacturers had not stepped in and granted the request.

"Some manufacturers who are supposed to buy tires at wholesale prices on a ten car basis are buying tires on a three or four car basis," said Mr. Rowe.

Manufacturers Trying to do Right

As evidence that many manufacturers were endeavoring to do the right thing under the circumstances, Mr. Grainger pointed out that he knew of cases where certain tire manufactuers have recently cut out commercial accounts.

C. Pearce, Toronto, referred to the big investment in plant and equipment made by the tire manufacturers and thought they were really endeavoring to market their product through legitimate dealers. "The fault lies with the dealers themselves," said Mr. Pearce. "In the past five years I have listened to many manufacturers who have told us that they are behind the association but unfortunately the association cannot always say the same thing about its own members. There are 150,000 to 200,000 automobiles in the province of Ontario alone, which would ordinarily use four tires a year, or a million tires annually. What percentage of that business are the dealers getting? We are not foolish enough to believe that the tire companies are selling that product without profit and that the dealers who sold the tires were working on a losing proposition.

"When a customer asks you for 10 per cent. of the 20 per cent. which you get and you give it to him, you yourself are starting the whole trouble of which you complain. We should clean our own house first and the tire companies will then take action. If we can guarantee not to cut the prices on tires you will have no trouble."

Situation Improved

J. J. Duffus, President of the Association, agreed with the sentiments expressed by Mr. Pearce, pointing out that there was a desire on the part of the manufacturers to deal with legitimate dealers. "There are 1,400 automotive and tire dealers in Ontario," said Mr. Duffus, "and if we had the opinion of that body of men we would soon have the manufacturers take action. The tire situation is improving. Another year like the last one and dealers would not care who the manufacturers sold. The margin on tires was reduced to 15 per cent. and there was no profit to be made. One of the reasons for cutting the margin of profit was in order that dealers would refrain from the policy of constantly cutting prices by a slight margin."

Mr. Pearce who recently visited some conventions of accessory and tire dealers in the United States, pointed out that in many sections of that country the dealers stand solidly behind the companies which look after their interests, and this policy has resulted not only in eliminating the price cutting dealers, but also those manufacturers who will not live up to such a policy. "The result is that they have turned the acces-

(Continued on page 36)

Who Will be Next?

In connection with the lists of long service employees of various hardware firms which have been appearing recently in Hardware and Metal, the following letter has been received from T. McAvity & Sons Ltd., St. John, N. B.:—

Editor Hardware and Metal, Toronto.

We noticed in a recent issue of "Hardware and Metal" a list of long service employees of the Chinic Hardware Co., Quebec City, which while it is quite a remarkable showing, we believe that the record we enclose will eclipse.

The names included in the list are bona fide employees, no members of the firm, or directors being included. Only the jobbing end of the business is represented, although you will note that we have added the names of three men, who are employed in our manufacturing branch, just to show that we have them, and to see if the record as given can be equalled or beaten by any other hardware house, or for that matter, any business house of any kind in the country.

We think it is a unique showing, and worthy of comment, insomuch as nearly all the names appearing on the list are men who have served their whole business career with T. McAvity & Sons, Ltd.

We might add that during the last two years, we have lost through death two long service employees, one of whom was over fifty years in the firm's service, and the other over forty.

	Name	Date of Joining	Service
1	O. Trentowsky	May 1876	45 years
2	Chas. Coster	July 1877	44 "
3	S. C. Hoyt	Oct. 1882	39 "
4	J. A. Bauer	May 1883	38 "
5	T. McA. Stewart	April 1890	31 "
6	T. E. Clarke	April 1891	30 "
7	W. G. Stratton	Oct. 1893	28 "
8	C. E. Colwell	May 1893	28 "
9	F. S. Stewart	May 1896	25 "
10	J. B. Splane	April 1897	24 "
11	G. A. Johnston	Oct. 1897	24 "
12	J. W. Davidson	April 1898	23 "
13	W. S. Clark	Aug. 1900	21 "
14	H. M. Dickson	May 1902	19 "
15	H. Bell	Aug. 1902	19 "
16	J. R. Davies	May 1903	18 "
17	D. Foohey	July 1906	15 "
18	R. R. Cummings	Sept. 1906	15 "
19	W. G. Cornfield	May 1907	14 "
20	E. Wolfe	May 1908	13 "
21	J. S. Henderson	June 1908	13 "
22	A. R. Everett	Sept. 1908	13 "
23	M. Dixon	Jan. 1909	12 "
24	J. Trifts	Jan. 1909	12 "
25	G. Harding	Nov. 1909	12 "
26	W. S. Harrison	April 1910	11 "
27	F. Marshall	July 1911	10 "

Following are the names of the Three Oldest Employees in our Manufacturing Branch.

J. Nichol	April 10, 1863	58 years
M. Rolston	April, 1872	49 "
R. Nichol	April 7, 1876	45 "

WINTER SPORT GOODS MOVING WELL

London, Ont.—The turn to co'der wea'her is welcomed by hardware merchants and has resulted in a big jump in the turnover of seasonable lines. Sales of skates, hockey sticks, pucks, etc., have been larger than in several years. There is also an active demand for various household lines. Apparently a much larger amount of indoor painting is being done this winter than ever before as paint sales show a large increase in recent weeks. This is believed by hardware men to be one result of unemployment, men who are temporarily out of work taking advantage of the chance to do odd jobs around the home that they have been putting off for many months.

Inquiries which are coming in indicate a brisk demand later for builders' hardware and an unusually large number of plans for new homes are being prepared.

An enterprising Canadian company advertising a certain electric washer was amazed one morning to find the following letter in the morning mail:

"Deer sir: Your macheen, she look good to me How many galens will she hold and how much money will it cost to put pipe for cooling in. Does she work on wheet or barlie. You work great bluf on wash macheen. I fal. You let me know what you take to fix me up."

Labor and Transportation Costs Play Large Part In Steel Prices

COL. Arthur F. Hatch, Canada Steel Goods Co., Hamilton, Ont., when asked by Hardware and Metal for his opinion regarding steel prices for 1922, stated as follows:

Opinions differ. It's hard to determine the proper relative index when taking pre-war prices in comparison.

As manufacturers, we know that present prices are lower than they should be.

The ten year average prices 1904 to 1913 were,

Bars	1.403
Plates	1.496
Shapes	1.510

The average prices were,

Bars	1.38
Plates	1.41
Shapes	1.510

Labor and transportation are 80 to 85% of the cost of making Steel.

Labor is now at least 50% above pre-war cost.

Transportation more than 100% above pre-war cost.

I predict that whatever the 1922 prices are, they will be little lower than, now, and I am equally confident that a demand sufficient to relieve pressure from operating departments, will promptly be reflected in higher prices than are obtainable at present.

It is clear that any further price adjustment in steel during 1922 will be reflected in single dollars.

Buyers can have this confidence, and should provide against their needs, rather than wait so long that deliveries are impossible, and their own operating schedules, or those of their customers curtailed at the expense of added costs and probably loss of business.

TIRE DEALERS SAY THEMSELVES TO BLAME

(Continued from page 35)

sory and tire business into the legitimate channels," said Mr. Pearce.

A committee was formed consisting of Messrs. S. Rowe, London, G. Grainger, Toronto, C. Pearce, Toronto, Mr. McGraw, Brantford and J. J. Duffus, Peterboro, to go fully into the situation and interview the tire manufacturers with a view to having some changes of policy made, and a definition given of "legitimate" dealers.

One morning of the convention was spent in a trip through the plant of the Goodyear Tire & Rubber Co. in which the delegates were much interested in the various processes.

James T. Craig, general manager E. T. Wright Co., Ltd., Hamilton, who was on a business trip to Winnipeg has returned to the east after visiting W. Reynolds & Co., which represented this firm in western Canada.

What Followed the Rejuvenation of the Cutlery Department in E—'s Hardware

How "Bill" Realized That Just Carrying a Few Samples Allowed Potential Business to Escape Into Competitors' Stores — What Changes Were Made to Rejuvenate This Department—Planning to Attract Current Trade Through Snappy Window and Counter Displays.

"HELLO Bill! Why the dazzling new showcase and all the silver display?"

"Howdy Tom. So you rather like our showcase, eh? Well, let me introduce you to the newly rejuvenated cutlery and silverware department of Everybody's Hardware Co."

"What's the big idea, Bill? You always did carry those lines, anyway, didn't you?"

"That's just it, Tom. We CARRIED them. And I've come to believe that 'carrying' a few samples of any line is not good business. As you say, we previously had just sufficient of these articles on hand to justify including them in our catalog. But at best, it was merely an excuse for a stock. The only time we ever showed them to the public was just before Christmas, when people might be purchasing cutlery and tableware for presents.

"Figure it out for yourself just what we were missing. It mean't wilfully passing up and deliberately failing to 'cash in' on what I now believe to be just as profitable a class of goods as the average hardware store carries."

"So now you have both reformed ideas, and a reformed department?"

"Yes. That's just it. Why, Tom, when I first began to consider the sales we must have lost in the past, it surely opened my eyes."

"But Bill, how did you come to realize all this?"

Cutlery is a line which can be featured in the hardware store as an all-year seller. A window or store display confined to cutlery may be used periodically to good advantage, and such an arrangement presents a striking appearance. In this display a wide range of cutlery lines have been grouped attractively and prices shown on each. Few passers-by would not recognize some piece of cutlery which they could use to advantage.

Junior Does His Best

"Ah, That's quite a story, Tom. It was this way:—Hector, that's my youngest assistant you know, was taking care of the store one day while George went to lunch. I was sitting up here in the balcony, having a snack to eat while on the job, and looking over some accounts.

"Presently in walks a smartly dressed lady, who was also one of our average good customers. You know, the kind you begin to look upon as steady and reliable when they need anything in your line of goods. I had sold her husband tools and paint, when he put up a garage this spring, and they have been kind of neighbourly folks ever since.

"Well, I didn't notice who it was all at once, mind you. It was when I first heard her speak that I looked down. There was no one else in the store at the time, and Hector did his best to make the sale; I'll say that for the boy. The fault lay with our poor stock, and my own lack of judgment.

"Mrs. Keenbuy asked to see some tableware, particularly sets of forks, spoons, and so on, in cases; while she also wanted to compare prices on cutlery pieces by half dozen lots.

"Hector leads her over to the case you can see down there in the far corner. It was rather poorly lit in that part of the store, then, but I have fixed it since. He digs down under the counter, near the floor, and finally comes up with a couple of dusty boxes. He blows off the dirt —'phew'—just like that, and lays them on the counter in front of her. 'These are the Blank plated ware, Madam' he says, 'and this is the popular Space brand of cutlery.' 'What design is that?' she says. 'That top style, Madam, is the June design; and this one is the favorite Garden pattern.' So saying, Hector unwraps another layer of spoons, and takes 'em over to the next counter where the light was better. Even from up here I could see how tarnished the top one was, and it certainly didn't encourage Mrs. Keenbuy in selecting her purchase. 'Haven't you any other kinds?' she asked. So I

saw Hector manfully do the submarine act again, and finally come up for air with a catalog and booklet in his hand, but no more stock. 'This Madam, 'he began, 'illustrates the various patterns available in this line of cutlery. I can quote you prices on any one you select from that catalog, and we would be pleased to get them for you.'

The Usual Broadside

"So the lady looks over the catalog, and says, 'How much are these per dozen? That is knives, forks, and spoons in two sizes of each.' Hector looks 'em all up in the little price folder, and tells her one at a time. She meanwhile takes a few notes of the prices, and then springs the usual broadside, 'Haven't you got them in stock? How long would it take to get them? I would like to see some other designs.' So poor Hector has to explain that we don't —or at least we didn't—carry samples of all those different designs; but we could get anything she chose at very short notice.

" 'How soon could you get me an assortment in this Garden pattern,' was the lady's next question. 'Not more than ten days, Madam.' Hector replies. 'At the outside,' he added quickly. 'Oh my,' she says. 'I couldn't think of waiting that long. You see, we wanted this right away. It's my niece's wedding gift. Mrs. Jones got a lovely set in a case over at the jewellers' when her daughter was married last month.' And there was a lot more talk of the same nature which I didn't catch, as I was hurrying downstairs to explain matters before she went out.

"But it was no use, Tom. Our stock didn't satisfy, and our methods didn't suit. Then there were a few other details which failed to encourage such a prospect, among them I might mention the dust-laden box, and the tarnished spoons and knives. I made up my mind right then to change things. Our store didn't justify a reproach like that; so that's why I made the change. As you see, we now have a showcase containing nothing else but cutlery of various kinds; with the designs neatly laid out, and what is more important, clearly priced. The case is in a prominent and well-lighted part of the store, and I think the display on the top is attractive, don't you?"

"Sure, Bill. It looks fine. But do you think the returns will justify this expense?"

Expense Justified

"Why, sure. We've had returns already, Tom. The girl didn't get married just as soon as Mrs. Keenbuy evidently expected, for when we had this new stock and fixture installed, I 'phoned and asked her to come in when she was near. She came down next morning, and brought her niece along, too. Of course, she was sorry, but had already purchased what she wanted at the jewellers', but this is where it counted. She sent her sister-in-law over before the wedding, who bought a set of egg spoons, something which had been overlooked. Then another aunt drifted in and made the girl a present of one of those carver sets in a plush case, similar to the one on the counter. And a couple of days ago, when the 'newlyweds' arrived back from their honeymoon, I made it my business to place before them the suggestion that they would probably need some kitchen cutlery and less expensive table ware for everyday use, thus saving the presents for special occasions. And, believe me, those tactics are bringing results.

"Furthermore, I am already planning on a better stock of pocket-knives, more variety, you know. I notice that the drug store has a pretty complete line, and what with both them and the jeweller's making a specialty of this class of goods, the consequence is that the hardware merchant is fast losing hold upon what are really legitimate hardware lines. So we've instituted a real department in silverware, cutlery, and pocket-knives, and expect to see business materialize all the year round."

The Prospects

"Why not, Bill? Look what you've got to work on. There's June brides, and September brides; Christmas presents, Easter presents; and if you can't locate a few birthday gifts, anniversary celebrations, and club presentations in the 'tween times, you are not the live merchant I take you for, Bill."

"So you think the idea is all right, eh?"

"Sure, Bill. Go ahead and prosper. You'll not only regain some of the lost ground, but you are successfully meeting competition, and at the same time elevating the tone of the hardware store in the opinion of the public. A bright display like that is an asset to the store and a tribute to your business judgment."

Planning Windows Too

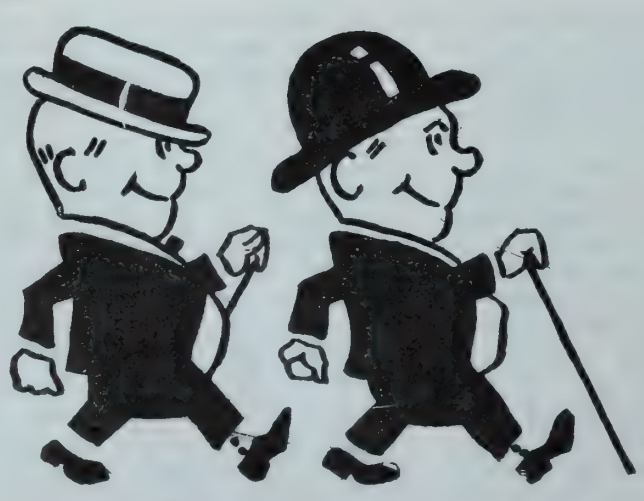
"You're an old flatterer, Tom. But listen. You see the smaller window of the left-hand side: well, I'm going to put a snappy little display in there, also. But that'll have to wait a week or so until we get the lighting changed. Instead of those dropped lights, I was planning on having some permanent fixtures put in along the top on the inside of the window. The illumination will then play directly upon the goods, without causing a glare in the eyes of the passers-by. George can put up

(Continued on page 54)

CHRISTMAS WINDOW CONTEST WINNERS

Competition was close in the last Hardware and Metal Christmas Window Contest and it has taken a great deal of consideration to establish the various points of merit in the various entries. Every effort is being made to give a decision which will be authoritative and fair to all and an announcement of the standing of the various contestants will be made in next week's issue of Hardware and Metal.

There will also be a number of other interesting features of a special nature in the February 11 issue, which will justify careful perusal.



We'll Soon be There!

Where?

At the Seventeenth Annual Convention

and Hardware Exhibition of the

Ontario Retail Hardware Association

to be held in Hamilton on

February 14, 15, 16, 17.

We want to see YOU there too

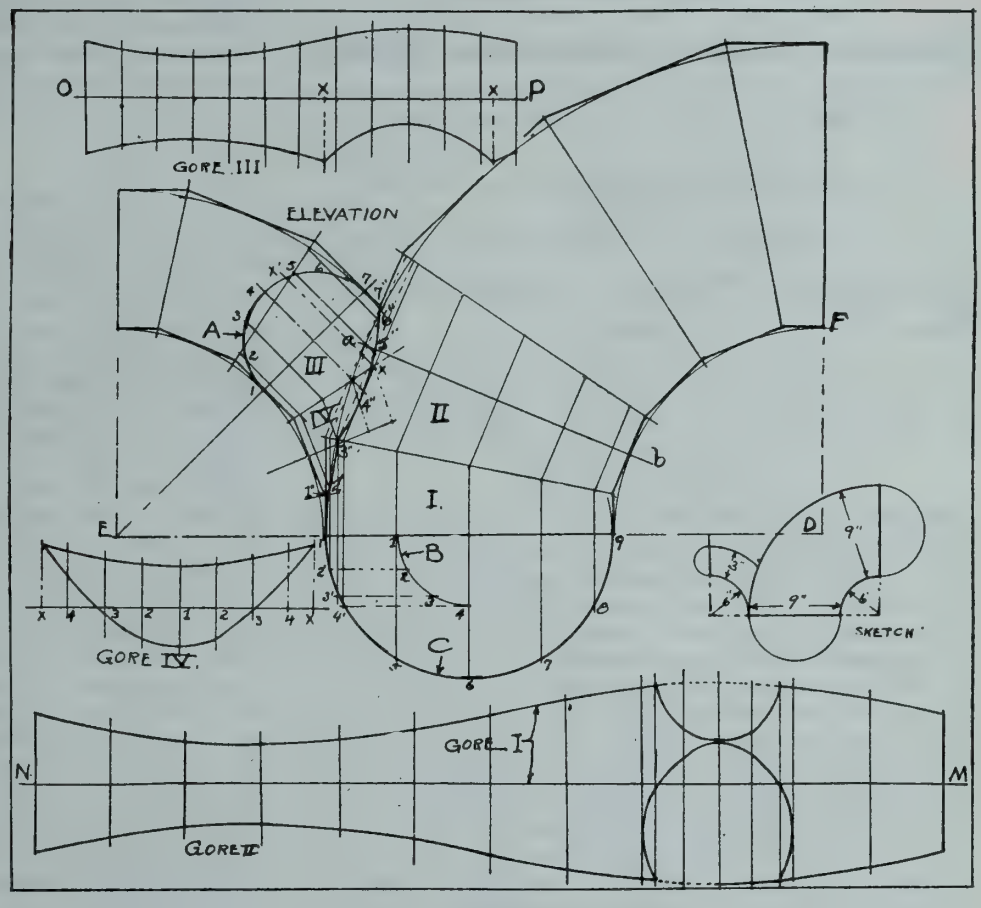
See Program in this Issue

Patterns for Intersecting Elbows

Written for Hardware and Metal by O. W. Kothe, Principal St. Louis Technical Institute, St. Louis, Missouri.

OUR SKETCH of elbow shown in this drawing was used in connection with a forge piping system with measurements as shown in the sketch. It might have been possible to shift the smaller elbow with an angle to intersect the straight pipe elbow, with a straight tee and that would be saved quite a bit of developing, but such possibilities a person never knows whether they are permissible from the bare drawing.

In this case the large elbow is described first, following the measurements for the throat as D-9, and for the heel as D-1. Then treat the elbow for a 5-piece elbow, or 8 equal spaces in the heel and draw your miter lines as shown. Then describe the small elbow so it is tangent with the heel of the large one as F-1, and adding the diameter. Then treat this also for a 5-piece elbow, making the heel of throat into 8 equal spaces, and draw the miter lines as shown. Through the centre of the gore III draw the line F-7 and from its center describe the half section A and divide in equal spaces. From here draw the lines parallel with the heel to intersect the miter line between gores III and IV, and then from this 4th gore extend them as shown.



Patterns for Intersecting Elbows

Next describe the half section C and reproduce the half section A and set a quarter of it as B, with all its points and from here project them to intersect the large section as in points 1-2-3-4. The balance of C divide in equal parts and square up lines thereby producing elevation lines. Now where these lines intersect those lines from A you establish the miter line as shown. Observe that the miter between gore III and IV crosses the developed miter in point X. This will be the high point as a start and the finish for the gore IV. So this point X is projected to A as X'. This completes the working drawing from which the patterns may be laid out.

To set out the pattern for the large elbow, we pick the girth from the section C and set it off on a line M-N. Draw straightout lines and then pick each line from gore L of elevation and set on the top and on the bottom side M-N the same as you would develop any elbow pattern. Only in this case the upper half of pattern will represent the gore I and they both together will represent the gore II. All the other gores can be laid off from this pattern. If the opening in the large elbow is desired then from the line a-b pick those distances to points 7-6-5 x 4-3 and set them off on the proper line working in each case from the center of the line M-N. This will give the outline for the large opening shown. In the same pattern we set off the opening as required for the heel of gore I by picking the lines from base 1-9 to 1-2-3 and setting them off on similar lines working from the center line M-N. In this way we lay off both patterns for openings in the one girth and they can be transferred in the other gores cut out of metal by simply quick punching through the lines thus established.

To set out the pattern for gores III and IV of the small elbow, they are set off in much the same way being careful to pick the girth from A and setting the point X' in its proper position. Otherwise the process of common elbows is applicable. Laps for riveting the various gore pieces together must be allowed extra, also for seaming.

It will be observed that by extending the lines from section A direct into the large elevation and thereby ignoring the miter between gores III and IV a regular tee intersection would be made and this would save making the small gore piece IV separately, as this is always a loose part and gives more or less trouble when assembling.

ONTARIO'S PRODUCTION OF HARDWARE

Industrial statistics for the province of Ontario which have just been issued, reveal the extent of the investment and value of products of various industries for the year 1919. The value of products in that year by Ontario industries was as follows:—automobiles $80,619,846; rubber goods $43,638,975; rolling mills and steel furnaces $34,451,720: plumbing and tinsmithing $24,142,553; electrical apparatus and supplies $21,981,206; pig iron $17,823,451; iron and steel products $12,167,718. The total investment in Ontario industry in that year was $1,583,161,271 using material costing $943,622,018 and producing maetrials va'ued at $1,737,543,996.

MOVE OFFICES

Richardson and Bureau have moved their offices to 52 Craig St., West, Montreal, fire this week destroying the office building at their former address.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, FEBRUARY 4, 1922

Canada's Trade

EMERGENCY tariff legislation enacted by the United States is having the effect of diverting much of Canada's foreign trade to other markets. It has little direct effect upon hardware lines and it is rather noteworthy that exports of Canadian flaxseed to the United States to be used largely for making linseed oil, have increased nearly one hundred per cent. in seven months ending December, 1921, compared with the previous year. However other trade figures in this issue indicate that whereas during the calendar year, 1920, the United States was far ahead of the United Kingdom from the standpoint of value of purchases from Canada, last year saw these two countries practically equal, both buying in the neighborhood of three hundred million dollars worth of Canadian goods. The extensive decline in metal values is indicated in figures showing trade comparisons between 1920 and 1921 on iron and steel, copper, brass and other metals.

* * * *

Careful Guidance

IN LAYING plans for carrying on retail business during 1922 careful consideration should be given by the merchant to the trend of the times. The extent of the merchant's success will be governed largely by his ability to anticipate the trend of public sentiment and other influences which will affect this year's business. Many lessons were learned from business in 1921 and with these lessons learned and business now in better condition than at the commencement of last year, the retailer has a fair start toward making 1922 a better year for business than was 1921. Without attempting to make any predictions as to what is likely to transpire, attention can be drawn to some developments which are bound to affect the situation. For instance, conditions are such that economy, conservatism and efficiency will prevail in business because the pressure of circumstances compels observance of these measures.

Business that tries to run ahead of the conservative progress of the times is liable to disaster. This does not mean that plans for stimulating trade should not be encouraged, but that these should take into consideration existing sentiment and keep in mind the fact that business is business and not speculation. During the boom, business had to speculate despite itself, due to the rapid change of circumstances. Rising markets often made it unsafe not to "go long on materials." Failure to expand under conditions then existing seemed like turning one's back on opportunity. But that is not true of prevailing times. Undue stimulation and expansion will not bring the same response this year. Profits can be made and success can be established but they must be built up by means of economy and efficiency. Turnover will probably not reach the volume experienced in the boom times due to the economies which in turn are being practised by the consumer. Therefore profit margins in business can only be increased by economies in production costs, coupled with a fair and justifiable effort to encourage business.

* * * *

Importance Is Unappreciated

THE RETAILER is receiving a great deal of unjust criticism these days in regard to his alleged laxity in carrying forward the plan of readjustment by liquidating stocks and keeping up turnover by replacing with lower priced goods and so passing on any advantage to the consumer in the interests of a bigger turnover. True, in some isolated instances, some retailers may be refusing to base prices on replacement values, but they are greatly in the minority. The competition which exists to-day for business is sufficient in itself to bring all prices to a fair level above production and distribution costs, and some retailers have only been brought to a complete realization of the necessity of following this plan when they have lost some valuable connections. However, to-day this evil has been largely minimized, and meanwhile there is a good deal to be said about the handicaps under which the retailer is laboring.

As an instance, a recent investigation of several hundred retail institutions in Canada and the United States revealed the fact that while a gross margin of 27.9 per cent. was secured on goods sold, distribution costs amounted to 25.9 per cent. which left an average margin of 2 per cent. Again, as result of public clamorings for investigation of retail prices, representatives of Marshall, Field & Co., one of the world's largest retail stores recently visited Washington and laid before Government officials figures indicating that this large firm showed last year only a margin of profit of 5 per cent. on capital invested.

Very few, if any, other branches of business would carry on with such a small margin as this, and if the consumer is not getting the benefit of lower prices being made by manufacturers, care should be taken not to include all retailers in the charge of restraining the process of readjustment. In view of the outstanding importance of the retailer in the structure of merchandising, he is deserving of better consideration than he has had in recent years. The retail merchant is the link in the scheme of distribution who is closest to the consumer and if he does not play his part the whole scheme suffers. To-day the retail merchant, as a class, is encouraging morals and honor in business and as such he is deserving of encouragement and should not be made the scape goat of every abuse which public whim sees fit to extend.

* * * *

SEMI-OFFICIAL figures showing registrations of motor vehicles in Canada during the year 1921, reveal considerable increases in most provinces, notably in those which heretofore have not figured very largely in the records. This is an encouraging sign for a year which was comparatively dull in this industry. With lower prices on most vehicles as an added incentive, the number of vehicles should greatly increase this year, thus offering an ever-widening field for trade in auto accessories for hardware merchants in all parts of Canada.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Many Hardware Price Changes in B. C.

Water Competition by Panama Canal Causing Railways Serious Concern—First Welsh Tinplate Arrives—Business Well up to That of a Year Ago—Collections Slow in Some Districts

VANCOUVER.—Wholesale hardware dealers and jobbers on the Pacific Coast are mildly optimistic as to trade prospects for the present year. A distinct slowing up has been noticed in collections, particularly from districts where payment for last year's crops has not been made in full. There has been a gradual reduction in list prices as a result of which momentary values are generally below the output of the first month of last year. Several lines of tools have declined, cross-cut saws have been dropped ten per cent. and graniteware and tinware has eased off from fifteen to twenty-five per cent. Garden hose and lawnmowers are about ten per cent cheaper than last year.

Deliveries are said to be good both from Eastern Canada, the States and the Old Country. Water competition by way of the Panama Canal is causing serious concern to the railway companies which are adjusting rates to save as much of this business as possible. At this time of the year the trade is stocking poultry netting and quotations from the Old Country have been decidedly favorable. To save this trade if possible, the C.P.R. and other lines have for a period of two months made a special rate which amounts to a cut of practically one-third of the existing all rail rate.

First Welsh Tin Plate

Probably the feature of the week was the arrival of the first shipment of 2,000 tons of Welsh tin which is to be used by the canneries the coming season. This will it is said cut deeply into the operations of a local company, as heretofore the raw material was imported from the United States. The boat service is proving satisfactory and almost every month new steamer services are added to this port's growing list.

Opinions vary as to the outloook for the year's trade. One member of the trade points out that there is no great activity as yet in lumbering, mining and fishing, the three most vital industries. Though lumbering is starting he says that there is little money on the prairie to buy and even so, when the buying starts, prices will be boosted with the result that operations will be curtailed. The same person stated that copper had not yet risen to a sufficient height as to cause any special activity in that quarter. In the meantime he says that trade is coming along slowly and that sales are almost equal with those of a year ago in tonnage.

Stocks in Good Shape

Another section of the trade takes a more hopeful outlook and states that for the month orders are well up in number with those of a year ago and greater, even, than November's. He expresses the opinion that merchants have their stocks in better shape now and are operating on a more substantial basis.

Business is slow in development from the Cariboo district due to the bad transportation and scarcity of money in the district. Along the main line of the Grand Trunk it is said to be quiet and collections slow.

Okanagan trade is only fair due to the fact largely, that with heavy apple crop of last year, a much longer time was necessary in its marketing. A couple of hundred cars are still said to be awaiting sale on the New York market which means that the growers will have to wait a considerable time yet before receiving returns from the pool. This means that they are undertaking none but essential building works until they find where they stand. Illustrating the seriousness of the situation, one Okanagan grower stated to Hardware and Metal that he had sold several thousand boxes of crabapples through the marketing organization, and when his returns were made, he learned to his dismay that his fruit had actually cost him eight cents a box to market, his loss being around $600.

WESTERN CANADA NOTES

Oliver Roulstone, of Roulstone Brothers Hardware, was a business visitor to Winnipeg.

Mr. Finch, Strathclair member of The Finch Hardware, Co., Elphinstone, Manitoba, was a visitor to Winnipeg, attending the Lumbermen's Convention.

J. H. Ashdown, president J. H. Ashdown Hardware Co., Winnipeg, is on a trip to the south accompanied by his wife and daughter.

WESTERN CANADA NOTES

Nanaimo—W. H. Morton, hardware merchant of this city is receiving the condolences of the retail trade on the death of his daughter.

Victoria—Milner Toy Manufacturing Co., Ltd., has been incorporated with head office in Vancouver with a capitalization of $5,000.

Victoria—The Dominion Wire Manufacturing Co. Ltd., has ceased to do business in British Columbia and its license has been cancelled.

Vancouver—Prescott W. Robertson, direct manufacturers' agent of Montreal, has been here this week making the rounds of the jobbing trade, representing Three-in-One Oil, tools and other lines.

W. G. Hellier, general manager Brandram-Henderson, Ltd., Montreal, spent a few days in Winnipeg en route from Vancouver to Montreal.

J. Leonard Paul, Winnipeg manager Brandram-Henderson, Ltd., is on a trip to the firm's headquarters at Montreal.

J. Noelniven, manager J. H. Ashdown Co., at Saskatoon, was a visitor to the Winnipeg office.

Thomas E. Yuill, manager J. H. Ashdown Hardware Co., Calgary, Alta., was a visitor to the firm's head office during the week.

Short Course for Western Retail Merchants

Winnipeg.—The University of Manitoba will offer its 5th Annual Short Course for Retail Merchants and Retail Salespeople in Lecture Theatre "A" of the Science Building on Broadway.

The Course will commence at 9.30 Tuesday morning, Feb. 28 and continue until Friday afternoon, March 3, 1922, four days. Lectures and discussions every day. Every part of retail merchandising will be dealt with.

Two or three outside speakers will be engaged to co-operate with the local experts in presenting the lectures and conducting the discussions.

The enrolment fee for the course is $2.00. Anyone may attend, regardless of where he or she may come from. Further particulars may be obtained from:

J. H. Curle, secretary, Manitoba Board, the Retail Merchants' Association of Canada, who is also secretary of the Advisory Committee on Commercial Education of the University of Manitoba.

Events in the Trade

BUSINESS CHANGES

Atwood, Ont.—Mrs. S. E. Stockford, hardware, has sold to George Douglas.

Ottawa, Ont.—Somerset Repair Shop has changed its name to Somerset Hardware and repair shop.

Arnprior, Ont.—R. Stafford Rudd & Co. are admitted to partnership in a hardware business to be known as Rudd & Scott.

INCORPORATIONS

The Beauty Brush Co., Ltd., with capital of $50,000 and head office in Ottawa.

Alcan Oil Corporation Ltd., to deal in oils, petroleum, etc., capital $50,000 head office Montreal.

Scales and Store Specialties Ltd., head office Windsor, capital $40,000 to manufacture store fixtures and equipment.

Excello Co., Ltd., capital of $50,000, head office in Toronto, to manufacture washing machines, wringers, etc.

Ontario Potteries Ltd., capital of $300,000, head office in Bowmanville, to manufacture tiles, pottery ware, china ware and other articles of clay.

Prendergast Fence Co., Ltd., capital of $100,000, head office in Sarnia, Ont., to manufacture woven wire fences and fencing material.

Canadian Moludite Ltd., to manufacture and deal in moludite, paint, waterproof materials. Capital $400,000, head office Vancouver, B. C.

Premier Petroleum Corporation Ltd., to develop oil and gas lands and market this product. Capital $2,000,000, head office Windsor, Ont.

Beldam's Asbestos Packing and General Manufacturing Co., Ltd., to manufacture packings, jointings, insulations in asbestos, rubber, etc., head office Toronto, capital $300,000.

L. S. Tarshis & Sons, Ltd., to manufacture and carry on wholesale and retail business in glue, paints, varnishes, rubber goods, metals, hardware, etc. Capital $125,000, head office Montreal.

Canadian Pneumatic Automobile Accessories Ltd., to manufacture and deal in automobiles, motorcyles, motorboats, tools, valves, and other accessories. Capital $500,000, head office Montreal.

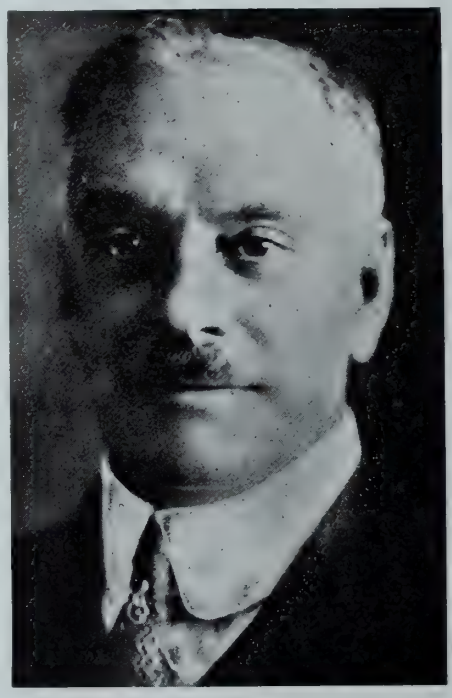
General Manager Edward Penniwell, of the Beaver Board factory, Thorold, Ont., was injured by a shot in the leg. Penniwell and two other officers of the company were walking towards the plant, when a shot was fired, hitting Penniwell on the leg below the knee.

CHANGES AMONG OFFICIALS OF IDEAL ALUMINUM PRODUCTS CO.

Some changes are noted among the officials of the Ideal Aluminum Products, Ltd., due to the fact that E. Roderick formerly general manager is no longer identified with the company. F. W. Hudson late of Hudson Brothers is now General Superintendent and F. G. Davies has been added. J. Hunter, vice-president advises Hardware and Metal that the following is a list of the present officials of the company:—James A. Richardson, Winnipeg, Director; George E. Cathcart, Winnipeg, President; J. Hunter, Winnipeg, Vice-President; F. G. Davies, Acting General Manager, F. W. Hudson, General Superintendent, R. K. Gemmell, Secretary Treasurer, W. P. Buzzek Sales Manager.

FIRE LOSS

Ottawa, Ont—Plaunt Hardware Co. suffered loss in a recent fire.



HERBERT B. SEYBOLD

Sales Manager of Starke-Seybold, Ltd., wholesale hardware, Montreal, who, as announced in last week's issue of Hardware and Metal, was elected alderman of one of Montreal's most important wards by a large majority in the election just concluded.

PERSONAL

Among the members elected by the Toronto Board of Trade to various committees for the forthcoming year are the following:—E. H. Gurney, President Gurney Foundry, C., (Educational); W. H. Lamont, Financial Manager, H. S. Howland Sons & Co., G. W. Booth (Foreign and Domestic trade) C. R. Peckover, J. O. Thorn, Metallic Roofing Co., also on Foreign and Domestic trade committee.

D. W. Clark has resigned his position as managing director of the Canadian B. K. Morton Co., whose head office is in Montreal, and will in future devote his time to the interests of the Anglo-Canadian Wire Rope Co., of which company he is president and general manager. Mr. Clark has traveled the Dominion for years in the interests of the brand of Sheffield Tool Steels handled by Messrs. B. K. Morton & Co. of that city.

COURSES ON RETAIL SALESMANSHIP

Toronto.—The first school of retail salesmanship to be held in Canada opened this week at the Central Y.M.C.A. with an enrollment of 75 men students. The course includes 16 lectures on the principles of retail selling and 16 on merchandise or a knowledge of metal products, house furnishings, etc.

Dr. Reaman, Educational Director of the Y.M.C.A., said, in speaking of the school: "It is going to be a big thing for this city. The average person who sells behind the counter does not appreciate the contribution he can make to the general public. This study will make him something more than a phonograph, where he says, 'This is such and such at so much.' We wish to enlarge the vision of these people so that they feel there is a whole world behind what they are selling. In the United States practically every city has a school of retail selling, and it is taught also at the high schools in Boston.

"If we are going to force children to go longer to school, we must have them study something that will make them worth more to the community, and I predict that within 25 years retail salesmanship will be taught in all our high schools," said Dr. Reaman. "We have made a beginning here, and we hope as time goes on to branch out and enlarge our field."

R. M. A. To Take Case to Supreme Court

The long drawn out controversy between the retail merchants of the Dominion and the Government on the question of what constitutes a manufacturer, for the purposes of the sales tax, is now to be taken to the Supreme Court of Canada, the highest court in the land. Every member of the executive of the Retail Merchants' Association of Canada has expressed the desire that this course be taken, and E. M. Trowern, Dominion Secretary, has been instructed to proceed with the case.

The matter will be dealt with in the form of an appeal from an Exchequer Court judgment recently rendered in favor of the Government, in a case in which the Government sought to establish the fact that confectioners, manufacturing for sale direct to the consumers, were manufacturers and thus liable for payment of the tax.

This decision, in the opinion of the Retail Merchants' Association, upsets previous judgments in favor of the retail merchants and this leaves various classes of merchants, including tinsmiths and others, subject to a manufacturers' tax, at the will of the Government. This matter is one of great importance, and subsequent moves will be followed with profound interest by retailers throughout the Dominion.

Funds Diverted by Brenner & Co. Officials

Investigation of Officials of Defunct Metal Firm of N. Brenner & Co. Reveal Large Transactions With Metal Firms in Canada and United States—Many Remittances Unaccounted for and Others in Personal Accounts of Officials

WHAT IS LIKELY to be one of the most fiercely contested and prolonged legal battles known in Toronto courts for some time, is the trial of Nathan Brenner, Myer Brenner, his son and Gordon Blackford, the first two officials and the latter accountant of the defunct firm of N. Brenner & Co., metal dealers, details of whose arrest last year appeared in Hardware and Metal. This concern was formed in July 1918 to take over the business of Nathan Brenner, who had operated as a scrap metal dealer, and the company's activities were greatly enlarged taking in the buying and selling of foreign exchanges and dealing in metals in the markets of the world. An assignment was subsequently made and investigation by the liquidator brought out many serious discrepancies in the firm's accounts in which many metal firms in Canada, United States and other firms were interested as creditors.

The three men named were charged with conspiracy to defraud the creditors and the company itself, and they were also charged with stealing and receiving $700,000. As directors of the firm Nathan and Myer Brenner were charged with falsifying, mutilating and destroying the books and records of the company and making false entries in the books. The accountant was also charged with making false entries.

Many folios were shown by the liquidator to be missing from the books. A ledger account missing was that of Zimmerman & Forshay of Broadway, New York, which firm had in six months transacted $400,000 worth of business with Brenner & Co. Dealings with Clendenning & Co., Baltimore, were not noted in the books. J. W. Milliard, president Wheeling Bronze & Casting Co., Wheeling, W. Va., gave evidence of a transaction with Brenner & Co., in May 1920, when his company had purchased a carload of copper ingots and paid $9,150 for it and this amount never figured in the latter company's accounts. Other firms which had dealings with the Brenner Co. which never figured in the latter's accounts included Columbia Smelting Co., New York; Continuous Casting Co., New Jersey; Frankel Bros. Toronto; Pope Metal Co., Jersey City, N. J.; Mueller Metal Co. In some cases cheques sent by these firms found their way into the private accounts of the Brenner officials.

F. J. PENBERTHY

Manager, Lowe Bros. Ltd., Toronto, who presided at the recent banquet tendered to the Retail Hardware and Paint Dealers' Club of Toronto, by the Paint, Oil and Varnish Club.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of February 1, 1902:—

* * *

By the death of the late H. S. Howland, Toronto loses a venerable and greatly respected citizen. He was not a presumptuous man. He was the contrary. Quiet and unassuming, he went about his business without any blare of trumpets. But he was a man of more than usual ability in the commercial sense and by force of this he won a place in the commercial and financial world such as is attained by few. Besides being head of the wholesale hardware firm of H. S. Howland, Sons & Co., Toronto, and of his extensive flour milling properties at Kleinburg, Ont., he was president of the Imperial Bank and in spite of the 78 years that rested upon him was, up to within three or four days of his death, apparently hale and hearty.

* * *

Ashdown's hardware merchants, Yorktown, N.W.T., have been succeeded by S. G. McKee & Co. A. Doig, hardware merchant, Birtle, Man., has sold out to Taylor & Mitchell.

* * *

The Board of Trade of Berlin, Ont. (Kitchener), elected the following officers for 1902:—President, R. Smyth; vice-president, J. P. Bell; secretary, H. J. Sims; treasurer, E. Smuth, council, S. J. Williams, H. L. Janzen, C. K. Hagedorn, J. U. Clemens, D. B. Detwiler, C. A. Ahrens (jun.), G. Shirk and C. H. Mills.

* * *

Among those elected to the Toronto Board of Trade for 1902 were the following: Members of council, Edward Gurney, Peleg Howland, A. E. Kemp, Miles Vokes.

* * *

W. J. Leed, of London, has disposed of the hardware stock of W. S. Rodgers & Son, Glencoe, Ont., to T. Poole.

* * *

A large number of Hamilton retail merchants gathered to listen to President Rogers of the Toronto Branch, R.M.A., and Secretary Trowern concerning the advisability of forming a branch in Hamilton. It was decided to form a Hamilton branch of the R.M.A.

* * *

The sporting members of the staff of the Sherwin-Williams Co. and the Canada Paint Co. met on the Crystal Rink, Montreal, for a friendly game of hockey, which the former won 4 to 1. Two of the Sherwin-Williams Co.'s Cleveland officials, Mr. Martin, manager of trade sales, and Mr. Ford, advertising manager, who were enjoying their first sight of Canada's national winter sport, felt proud of their team and entertained them to an oyster supper.

* * *

H. J. Clare, of Clare Bros., is succeeding Horace Wilson as manager of the Gurney Stove and Range Co., Winnipeg, at Toronto.

* * *

Douglas Macpherson, of Toronto, has accepted a position with the McClary Mfg. Co., of London, and will represent that firm in southern Ontario. Mr. Macpherson was formerly connected with the Kemp Mfg. Co.

Value of the 1922 O. R. H. A. Convention

A Message From Secretary W. F. Macpherson to O.R.H.A. Members and the Hardware Trade of Ontario

THE VARIOUS reports which will be presented by the officers of the association at the coming annual convention will be the best in our history. Not only that, but the convention and exhibition will be in keeping with this progress, and with our visions of a larger future and more extended sphere of usefulness for the association.

The 1922 convention is a "members" convention, discussion of questions of interest to members, having precedence on the program. We bespeak a large attendance at these sessions, which will start promptly on time, in order to carry out the time schedule on the program.

I recently read an interview given a leading magazine, by Dr. Alexander Graham Bell, the famous inventor, who gave a rule as the basis of all self-education.

The rule was: Observe! Remember! Compare!

Only three words, but they hold the key to a successful business career. Why not profit by the experience of this wonderful inventor, and adopt this rule as a guiding star for the years to come? In your visit to the convention and exhibition, why not begin to train these faculties. "Observe." — The exhibition comprising over one hundred booths filled with the goods you sell, in charge of able demonstrators will give ample scope for profitable observation.

"Remember."—The convention program replete with useful addresses, on extremely live topics, by outstanding business and professional men, will give splendid opportunity to store your mind with new ideas, and higher conceptions of business life, to your lasting betterment.

"Compare."—The opportunity for intercourse with fellow dealers from all parts of the country, conceded to be a most valuable feature of convention work, and active participation in Question Box sessions, will enable you, by means of comparison of the ideas presented, with your own practice, to adapt to your business lines of action which will prove of untold benefit.

Your present business is only building for a larger future, and in order to give your best to that future, take a few days relaxation, which spent at the convention will give added vim and pep to your efforts, and will more than repay you for the time and expense incurred.

Lay your plans now to be one of the big crowd at Hamilton, February 14th to 17th.

Copy of program appears herewith.

(Signed) W. F. Macpherson,
Secretary.

Program of 17th Annual Convention Ontario Retail Hardware Ass'n

February 14, 15, 16, 17th 1922, at Hamilton, Ont.

TUESDAY, FEBRUARY 14
Royal Connaught Hotel.

8.30 a.m.—Secretary's office, located on mezzanine floor, open for registration of members and guests, distribution of badges and general information.

9.45 a.m.—Convention Hall on mezzanine floor, community singing.

10.00 a.m. (promptly)—Opening session, President Nelson Mills presiding.

Song, "God Save the King."

Invocation, Rev. Dr. W. H. Sedgewick, minister Central Presbyterian Church, Hamilton.

Annual Address, President Mills.

Civic welcome, Mayor of Hamilton.

10.30 a.m.—Question Box, Ed. Wanless, Chatham, presiding.

Special topics for the day, questions 1 to 5, inclusive.

11.00 a.m.—The maintenance of established resale prices on well advertised products, H. J. Haire, The Alabastine Co., Paris.

11.30 a.m.—How dealers may successfully advertise, L. R. Green, advertising manager Tucketts, Limited.

12.00 a.m.—Appointment of convention committees and introduction of new business by members.

12.30 p.m.—Adjournment.

1.00 p.m.—Opening of hardware exhibition at the Armouries, John St. North. Hours, 1 to 10 o'clock.

During the afternoon, only merchants and ladies accompanying them will be admitted to the exhibition. These hours every day are reserved for business intercourse between exhibitors and those why buy to resell or use the products exhibited.

Members and their ladies require no admission tickets, their badges are credentials at all hours.

Non-members and other buyers will be provided with "Merchant Tickets" by exhibitors and by secretary.

7.00 p.m.—Exhibition open to the public. Children unaccompanied by parents not admitted. Music provided both afternoon and evening.

10.00 p.m.—Closing hour.

WEDNESDAY, FEBRUARY 15

8.30 a.m.—Secretary's office open on mezzanine floor of hotel.

9.15 a.m.—Community singing.

9.30 a.m. (promptly)—Convention Hall, Question Box, George E. May, Toronto, presiding. Topics for the day, Questions 7 to 12 inclusive.

10.30 a.m.—Reports of officers and committees. Treasurer's report; Secretary's report; Auditors' report.

11.00 a.m.—The banker and the retailer, J. P. Bell, General manager Bank of Hamilton.

11.30 a.m.—Hardware mutual fire insurance, C. L. Clarke, Winnipeg, Canadian manager, Canadian Hardware & Implement Underwriters.

12 a.m.—F. J. Penberthy, Lowe Bros., speaking on "Business Disease."

1.00 p.m.—Hardware exhibition at the Armouries. Afternoon for buyers and representatives of business houses. Evening open to the public.

7.00 p.m.—Association banquet for ladies and men, Royal Connaught Hotel. Tickets, $2.50 each. John D. Wells, Buffalo, managing editor "Buffalo Times", will speak at the banquet. Subject, "Whoa," (full of wit and humor.)

Tickets should be secured at secretary's desk not later than Wednesday noon, if possible.

THURSDAY, FEBRUARY 16

9.15 a.m.—Convention Hall, Community singing.

9.30 a.m. (promptly)—Question Box, H. N. Joy, West Toronto, presiding. Topics for the day, Questions 12 to 18, inclusive.

10.00 a.m.—H. E. Mihell, executive member "Save the Surface" Campaign.

10.30 a.m.—Prof. W. C. Clark, director of courses in commerce, Queen's University.

11 a.m.—J. R. Shaw, Vice-President Canadian Manufacturers' Association.

12.00 a.m.—The association price book, introduced by secretary. Open discussion by members.

12.30 p.m.—Adjournment.

1.00 p.m. to 6.00 p.m.—Hardware exhibition at Armouries open to buyers and dealers.

6.30 p.m.—Complimentary banquet tendered by the Hardware Manufacturers of Hamilton.

7.00 to 10.00 p.m.—Exhibition open to the public.

FRIDAY, FEBRUARY 17

9.15—a.m.—Convention Hall Community Singing.

9.30 a.m.—Question box. Topics for the day. Balance of Questions.

10.00 a.m.—Reports of committees.
Resolutions.
Nomination of Officers.
Election of Officers.

Unfinished business.

10.30 a.m.—Visit new factory of Libbey Owens Sheet Glass Co.

1.00 p.m.—Visit Hardware Exhibition, finish buying and file buyer's cards with the Secretary at booth No. 99 or else mail it to him at Prescott, Ont.

QUESTION BOX DISCUSSION

1. How closely should we follow declining markets in adjusting our selling prices?
2. Are the Jobbers as prompt as they should be in meeting the declining market?
3. What shall we do with wage question as the high living costs decline?
4. How can the cost of doing business be cut and maintain service?
5. What new lines did you add during 1921, that have proved profitable?
6. How many dealers present, pay a bonus on sales by Clerks?
7. Could not active steps be taken by this Association to prevent Wholesalers from doing a Retail business?
8. What is the best way to get results from advertising folders etc., as furnished by manufacturers?
9. How much should a dealer pay for goods he takes out of stock for his own use?
10. What should properly be included in over-head Expenses?
11. What is the average wage paid, Clerks, Tinsmiths, Plumbers? Have any reduced wages yet?
12. Has anyone definite information regarding workshop in connection with store? Does it pay?
13. What is the best way to handle slow accounts without offending customers?
14. What is the average percentage of loss on credit accounts?
15. Have any members successfully turned a credit business into a cash business? How was it done?
16. In changing credit to cash business would it be advisable to allow monthly accounts to telephone customers, and to customers who are building or painting?
17. How do you proceed to collect tough accounts?
18. What experience have dealers present had in handling auto supplies, tires, etc., in a small town? Do they find it profitable, or is most of the business going to garages? If Hardware dealers get bulk of the business, how do they do it?
19. What are the advantages or disadvantages of marking selling prices in private code?
20. Why are cheap platform scales still, many times the pre-war price?

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

REDUCTIONS in price continue to supply the feature on the current hardware markets. Developments of this nature now recorded cover such products as bar iron and steel, certain makes of woodenware, miscellaneous wire nails, grindstones, Heller's rasps, and brass and copper wire. A revised list has been adopted on range boilers, with discounts quoted on the standard and extra-heavy weights. Further declines now appear on cream polishing and certain grades of white cotton wastes. Other reductions reported on the current markets include fuel oil, japanned steel shelf brackets, both japanned and galvanized clothes line pulleys, wood dash churns and the White mop wringers. Reduced prices are announced in certain quarters on roller skates for Spring trade.

Owing to the recent recessions on the raw cotton markets, some lowering of quotations on such cotton products as sash cord, cotton rope, wrapping twines and candle wick, is looked for in certain quarters. This development has already been recorded in American centres, and conforms to the price advances made on these products when corresponding increases appeared on raw cotton. Fair trade is recorded in boiler tubes, while a few brighter spots are reported in the sheet markets, but general conditions in the steel industry are typically seasonal, with only moderate business available. Scrap materials are generally easier, with slight price changes on copper grades. Business in general is described as quiet, with improvement being anticipated. Wholesalers report shipments of early Spring lines and a gradual increase in volume is expected to become evident as the season progresses.

Montreal Markets

MONTREAL, February 2.—Price recessions continue to feature the hardware markets, and important lines are again shown with revised quotations this week. Range boilers are now quoted at list prices with a discount, where formerly net quotations were given. The standard weight boilers are now quoted less 50 per cent., extra heavy at 40 per cent. off new list prices, which brings the smaller boilers down in price, while the larger sizes are advanced. The 30-gallon boiler's net price remains at $8.75. A general revision is also made in pipe fittings, where lower prices are announced on practically all kinds through changing of discounts. Net prices on pound goods, with the exception of Class A, are also reduced. A further reduction is given on cream polishing waste, also on the higher qualities in white. Lower grades remain unchanged. Sectional sash weights have new lower prices, this bringing the quotations on these to a more uniform basis with solids. Wrought steel butts show a revision on the various numbers, some lines showing a slight reduction while others are practically unchanged. Heller's rasps are now quoted at less 65 per cent., while grindstones are reduced 50 cents on all weights and sizes. Ingot metals continue to display a softer tone, with slightly easier quotations appearing on some metals on the local market.

HIGHER QUALITY WASTES RECORD LOWER PRICES

Montreal.

There is a further reduction announced in the prices of the higher grades of cotton wastes, cream polishing being lowered one cent per lb., and the three qualities of white are now quoted one-half cent lower. Other lines, also wool packings and wipers are unchanged in price. The cotton market is now said to be somewhat steadier, although an easier tendency has crept in in recent weeks. Dealers now look for little further change in quotations, as prices are now well down in line with productive costs and raw materials. Following are revised prices;

COTTON WASTE—

Cream polishing, 18c.

White, XXX, 16c; XX grand, 15c; XLCR, 14c; X Empire, 13c; X Press, 11½c.

Colored, Fancy, 13½c; Lion, 12c; Popular, 9c; Keen, 7½c.

Wool Packing, Arrow, 25c; Axle, 22c; Anvil, 18c.

Dominion Wipers, White cotton, 20c; colored, 14c.

SLIGHT REDUCTION ON SECTIONAL SASH WEIGHTS

Montreal

A slight reduction is recorded in the quotations on both one pound and one-half pound sash weights, this bringing the differential between solids and sectionals to a more uniform basis. One lb. sections are now quoted at $3.25 per 100 lbs., half lb. at $3.50. Solids remain unchanged at $3.00 per 100 lbs.

QUOTATIONS ON WROUGHT STEEL BUTTS ARE REVISED

Montreal.

Through a revision in discounts, quotations on the various lines of wrought steel butts show a slight reduction, although some numbers remain unchanged. Following are revised discounts;

BUTTS—

No. 840	Less 10 per cent.
No. 800	Net
No. 838	10 per cent.
No. 808	plus 10 per cent.
No. 804	17½ per cent.
No. 802	Net
No. 810	plus 25 per cent.
No. 814	plus 20 per cent.

GRINDSTONES NOW RECORD EASIER QUOTATIONS

Montreal

A reduction of 50 cents per 100 lbs. is made in the quotations on grind stones in the various weights and sizes. Following are new prices;

GRINDSTONES—

Under 40 lbs. weight.	Per cwt.
Smaller than 2" face	$4 75
Two-inch and over	4 00
40 to 80 lbs. weight.	
Under 2" face	4 25
Two-inch and over	3 75

HELLER'S RASPS NOW 65 PER CENT OFF LIST

Montreal

New lower prices are given on Heller's rasps, through revising the discount to 65 per cent. off list prices.

EASIER PRICES ANNOUNCED ON PIPE FITTINGS

Montreal

Through a revision in discounts, practically all kinds of pipe fittings are reduced in price. Cast iron fittings are now quoted at less 30 per cent., formerly being less 25 per cent. On the other cast and malleable fittings the reduction varies from approximately 5 to 10 per cent. Class A in pound goods is the only line showing an advance in price, quotations now being one cent per pound higher. Class B and C are both slightly reduced. Following are revised prices and discounts;

FITTINGS—	
Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in, close and short..	50%
Do., long	60%
Do., 4½ to 8 in., close and short....	40%
Do., long	50%
Couplings, 4 in. and under	30%
Do., 4 in. and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

ROOFING NOW REGISTERS FAIR AMOUNT OF ACTIVITY

Montreal.

Roofing manufacturers report a fair amount of activity in booked orders for later delivery. There is the usual hesitancy on the part of many dealers in placing their orders until the actual consuming demand is apparent, and for this reason dealers look for a particularly busy season after the weather opens in the later months of Spring. Quotations on both roofings and papers are remaining at the revision at the beginning of the year, with the undertone of the market stated to be very steady at present.

NEW LIST PRICES ADOPTED ON RANGE BOILERS

Montreal

A new standard list on range boilers is now issued, list prices quoted with a discount, where formerly net prices only were given. Manufacturers state that in future list prices will remain at set figures, any revisions occurring to be made through the changing of discounts. Present discounts are 50 per cent. for the standard boiler, and 40 per cent. for the extra heavy in all sizes. These new prices are really a revision, as some of the smaller boilers in standard weight are reduced, while larger sizes are advanced in price. The 30 gallon boiler, however, remains unchanged at $8.75 net. In the extra heavy, all the better selling sizes are shown at reduced figures, and only the very large boilers show increased quotations. The amount of reduction varies on the different sizes, some being of minor proportions, while others show a substantial decline. Although at the moment the new quotations are not yet adopted by all concerned, it is expected that in the next few days all dealers will adhere to these revisions, and hope is expressed that the market will now settle down with uniform prices quoted in all quarters. Following are list prices and discounts;

RANGE BOILERS—	
5-gallon	$ 13 50
12-gallon	14 00
18-gallon	15 00
25-gallon	16 50
30-gallon	17 50
35-gallon	20 50
40-gallon	22 75
52-gallon	38 00
66-gallon	60 75
82 gallon	74 00
100-gallon	103 00
120-gallon	117 00
144-gallon	164 00
168-gallon	187 00
192-gallon	210 00

Discounts, Standard weight, 50 per cent. Extra heavy, 40 per cent.

SLIGHTLY EASIER TONE IN LEAD PRODUCTS

Montreal

The continued easier trend of metals in primary markets has now reflected to an extent on the finished lead and zinc products, although up to the present quotations are locally unchanged. Previous to the past two or three weeks, the undertone of these products was strengthened considerably by the firmer tone in the ingot markets in general, but with the subsiding, an easier tone has crept into the market, which if continued for any length of time will, according to dealers, produce lower prices. Only a limited amount of business is yet in evidence, this also tending to further weaken the situation. Unchanged prices are as follows:

LEAD AND ZINC PRODUCTS	
Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c lb. extra, and cut sheets to size, ¼c lb. extra.	
Solder, guaranteed, lb.	0 28½
Do., strictly, lb.	0 26½
Do., commercial, lb.	0 23½
Do., wiping, lb.	0 24½
Do., wire, lb.	0 32½
Zinc sheets, casks	0 11½
Do., broken lots	0 12

SOIL PIPE AND FITTINGS AT UNCHANGED DISCOUNTS

Montreal

Quotations on both soil pipe and fittings are unchanged, discounts remaining at former figures. Sales are still limited to smaller orders, such as is required for the present amount of building construction now under way. Although any change taking place in prices is expected to be in the upward direction, there is no present indication of a revision. Following are exsting quotations;

SOIL PIPE—	
2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

IMPROVEMENT LOOKED FOR IN CORRUGATED SHEETS

Montreal

Current business in corrugated sheets remains at a low ebb, but end of the quiet period is in sight according to local dealers. The middle of February usually brings a revival in trade for these sheets, and this year should be no exception, considering the low dealer stocks in all sections. Quotations remain unchanged at recent revision as follows;

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 16 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

BAR IRON PRICES REMAIN AT RECENT DECLINE

Montreal

Local quotations on bar iron and steel are this week unchanged, following the reductions recorded last week. There is again a variation existing among the jobbing houses, the quotations on common bar iron ranging from $2.55 to $2.75 per hundred pounds, with the same proportion appearing on the other grades. The reason for this is that last week some jobbers announced a reduction, while others maintained their former prices because of no actual change in replacement costs. However, there was a slight recession in prices at primary centres, but not to the extent that would cause any marked change in the local market, and the situation seems to be that while some recognized these lower quotations by announcing a slight reduction, others apparently ignored it. There is little change in the movement of these lines, business remaining seasonably quiet, and orders for small quantities only coming to hand as yet. Dealers however, look for a gradual improvement in the coming weeks, the month of February usually commencing the more active period. Following are prices more generally quoted.

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

IMPROVEMENT LOOKED FOR IN SHEET MARKETS

Montreal.

Business in the various lines of sheets is still of a limited nature, but not unusually so for this season. In fact, sales seem quite satisfactory to dealers who still anticipate a revival in business in the not far distant future. With the month of January now past, the pre-

sent month should bring a gradual improvement. At primary sources much the same conditions prevail at present but here too a higher rate of output during the next few months is looked for. Quotations locally are nominally unchanged, but the range in prices is still necessarily quoted because of the variations among the different jobbing houses. It is thought by some that quotations will reach a more uniform standing when business becomes more active in the following months, as at present exceptionally low prices are offered in some quarters to obtain orders, especially if of a large size. Following are unchanged local prices.

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 56	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 60
28 gauge	6 35	7 20
26 gauge	6 05	6 85
22-24 gauge	5 90	6 60
20 gauge	5 75	6 45
18 gauge	5 75	6 35
16 gauge	5 60	6 35
14 gauge	5 45	6 35
12 gauge	5 30	6 35
10 gauge	5 20	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 75	7 25
26 gauge	7 50	7 00
24 gauge	6 90	6 60
22 gauge	6 55	6 15
18-20 gauge	5 85	6 00

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 50
20 x 28 IC, 112s	17 00
20 x 28 IX, 112s	19 00
20 x 28 IXX, 56s,	10 75
20 x 28 IXXX, 56s	11 50

TERNE PLATES

20 x 28 IC, 112s	16 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 00 box
12 x 24 x 60s	8 25 box

BOILER TUBE QUOTATIONS NOMINALLY UNCHANGED

Montreal.

A fair movement continues in boiler tubes, repair work, constituting almost the entire demand. Quotations are nominally unchanged, with a price concession, however, offered if any attractive business is in sight. For small orders, following are the most general quotations;

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	34 75
3½ inch	52 50	34 75
4 inch	65 00	44 00

EASIER TENDENCY STILL EVIDENT IN METAL MARKETS

Montreal

The trend of the metal markets continues in a downward direction, with tin and copper showing slightly easier quotations on the local market. Other lines are for the present unchanged, but the softer tone is evidenced in the market in general. Lead continues the steadiest metal on the list, and demand in this metal should from now on show a gradual increase.

TIN—The London market continues its decline for the most part of the week, but in the past two days it strengthened a little. Notwithstanding this slightly better tone, local quotations are recorded a little easier at 36 cents.

COPPER—This metal again records lower levels both on the London and New York markets, and although present prices are considered very reasonable, it would seem the bottom has not yet been reached. Local prices are slightly lower, with electro now quoted at 17¼ cents, casting 17 cents.

LEAD—Lead has been fairly steady all week, and is without doubt the most staple metal on the markets. A gradual improvement in consumption is now looked for, and the future of this metal shows more promise than any others at the moment. Quotation is unchanged at 7 cents.

SPELTER—London market displayed a little more strength at the end of the week, but East St. Louis continues to decline. It is still said that a reasonable amount of buying would stiffen prices. Local quotation remains at 7½ cents.

ANTIMONY—Antimony fails to show much activity, while the trend of the market is undoubtedly in the downward direction. Local prices are unchanged, Chinese being quoted at 6¾ cts., high grade English at 7¾ cts.

ALUMINUM—Aluminum remains the quietest metal on the list, with little or no interest shown on the local market. Quotation is unchanged at 26 cents.

Toronto Markets

TORONTO, February 2.—Another lengthy list of current price revisions is composed mostly of reductions on various hardware commodities. Lower levels on bar iron and steel follow the general sagging market on these grades reported in last week's issue. An easier base price is also recorded on brass rods, while brass and copper wire are slightly reduced. There has been a new price list adopted on range boilers, with both the standard and extra-heavy weights being quoted at a discount. Another downward revision appears in the current price on fuel oil, and some lines of woodenware, such as bake boards, ironing boards, step, single and extension ladders, register a similar change. Another decline is noted on cream polishing and certain grades of white cotton wastes. The discount on miscellaneous wire nails is also revised again. Owing to the failure of the raw cotton markets to maintain the higher levels recorded some few months ago when corresponding price advances were made on the majority of cotton products, it is surmised in some quarters that lower quotations on cotton rope, wrapping twines, sash cord and candle wick may develop in the near future. Changes of this nature have already appeared in certain American centres. Scrap materials are now in an easier position, with an easing of prices noted on copper grades.

BRASS AND COPPER WIRE SLIGHTLY REDUCED

Toronto

A decline of between 2 and 2½ per cent. has been announced by the manufacturers in prices on brass and copper wiring. This change reflects the recent easing of exchange rates and reduction in similar costs.

MAY BE LOWER PRICES ON COTTON PRODUCTS

Toronto

Owing to the recent easier trend in raw cotton markets, some corresponding lowering in prices on cotton cordage and similar products is anticipated in certain quarters. It is noticeable that quotations on wrapping twines, seine twine and candle wick have recently been reduced by some American manufacturers , and it is considered possible that this easier tendency may be reflected on the domestic markets on such products as wrapping twines, cotton rope and sash cord, in the near future.

FURTHER REDUCTIONS IN FUEL OIL QUOTATIONS

Toronto

Another reduction in the current price of fuel oil reflects the further easing of crude oil on the primary markets. The extent of the reduction is approximately a half-cent per gallon on the different quantities. Following are the revised quotations:

FUEL OIL—	
In barrels, per gallon	$0.10.40
In tank wagons, per gallon	0.09.40
In tank cars, per gallon	0.08.40
Do., countersunk	30%

EASIER PRICES ON SOME LINES OF WOODENWARE

Toronto

There have been some price revisions announced by the manufacturers on certain lines of woodenware, such as bake boards, ironing boards, step, single and extension ladders, and also clothes horses. These show varying reductions on the different products, according to price lists recently issued. The revised quotations are contained on the current market pages.

NEW LIST ADOPTED ON RANGE BOILERS

Toronto.

For the purpose of placing the market on a more satisfactory basis for Spring trade, manufacturers now advise that a new standard list on range boilers has been adopted. This shows a complete revision from the prices which have recently been in effect but a varying discount quotation is announced on the standard weight and extra-heavy range boilers. The following is the new price list, together with discounts as announced by certain local manufacturers and distributors:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.
Extra heavy, 40 per cent.

EASIER BASE PRICE NOTED ON BRASS RODS

Toronto.

A recession of one cent per lb. in the base price on brass rods has appeared in certain quarters, with quotations covering other copper and brass products remaining unchanged. Copper in the ingot stage has recorded slightly easier levels with these developments attracting considerable attention in view of the recent firmness reported in these markets. The announcement that some copper mines are contemplating a resumption in operations is considered one of the contributing factors in the easier tone. The fluctuations, however, are not considered of sufficient extent to reflect similar changes in prices on these products in general.

BRASS—	
Sheets, base, per lb.	$ 0 23
Tubing, base, per lb.	0 25
Rods, base, per lb.	0 20
COPPER—	
Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30
Do., plain tinned 16 oz. and heavier, lb.	0 37
Do., polished and tinned 16 oz. and heavier, lb.	0 42
Tubing	0 29

LOWER PRICE LEVELS ON BAR IRON AND STEEL

Toronto.

As announced in the last issue of Hardware and Metal easier prices have now appeared on bar iron and steel. The sagging quotations recently noted resulted in lower levels being generally adopted, a condition which is attributed to the quiet season coupled with the resultant price shading for moderate sized orders. The extent of the reduction amounts to approximately 15 cents per 100 lbs. on different grades, although in some cases a lowering of 25 cents is noted. Following are the revised levels:

IRON AND STEEL—	
Mild steel bars base	2 85
Mild steel bands, 3-16 in. base	3 35
Bar iron, base	2 85
Angle iron, base	2 95
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	31 00
Cast tool steel, medium	18 00

FURTHER DECLINE NOTED ON WHITE WASTES

Toronto

A further reduction has been announced on some grades of white cotton wastes, and also on the cream polishing. The extent of this additional decline is one cent on the cream polishing, and one half on the finer grades of white waste. This change is attributed to the condition of the raw cotton markets, and places prices on these products on a more uniform basis. Following are the revised quotations:

WASTE—	
Cream, polishing	0 18
White, XXX	0 18
XX	0 16
X	0 15
XC	0 14
XXX, extra	0 16
XX, grand	0 15
XLCR	0 14
X, Empire	0 13
X press	0 11½
Colored, No. 1	0 13
No. 17	0 12
No. 1A	0 11
No. 1B	0 10
Fancy,	0 13½
Lion	0 12
Standard	0 10½
Popular	0 09
Keen	0 07½

Above lines subject to trade discount for quantity.

REVISED DISCOUNT ON MISCELLANEOUS WIRE NAILS

Toronto

A revision has been announced in the discount on miscellaneous wire nails, the current quotation being 75 per cent. off list, compared with the previous discount of 70 per cent.

SLIGHT DISCOUNT CHANGE ON SOME STEEL BUTTS

Toronto

Following are the revised discounts on certain makes of wrought steel butts, outlined in last week's issue of Hardware and Metal.

BUTTS— Wrought Steel.	
No. 840	Less 10 per cent.
No. 800	Net
No. 838	Less 10 per cent.
No. 808	Add 10 per cent.
No. 804	Less 17½ per cent.
No. 802	Net
No. 810	Add 25 per cent.
No. 814	Add 20 per cent.

GUELPH IS NOW ON F. O. B. SHOVEL LIST

Toronto.

It is announced that Guelph has been added to the list of f.o.b. points for spades and shovels.

NET PRICES ON HALTER AND TIE-OUT CHAINS

Toronto.

The revised list prices on halter and tie-out chains, referred to in last week's market reports, are as follows:

TIE OUT CHAINS—	Per doz.
No. 1 by 30 feet,	$8 40
No. 1 by 50 feet	15 00
1-0 x 30 feet	8 75
1-0 x 40 feet	12 00
1-0 x 50 feet	15 00
HALTER CHAINS (American)	Per doz.
4½ feet by 1-0	$ 4.70
4½ feet by 2-0	5 50
4½ feet by 3-0	5 85
4½ feet by 4-0	6 50
6 feet, by 2-0	6 85
6 feet by 1-0	5 75
6 feet by 1	5 25
6 feet by 2	4 85
6 feet by 3	4 40
6 feet by 4	4 10
6 feet by 5	3 65
6 feet by 6	3 40
6 feet by 7	3 35

LEAD MATERIALS AWAIT BASIC MARKET TRENDS

Toronto

No further change has been made in quotations of the various lines of lead products since the repeated advances in solder quotations a few weeks ago. If the marked strength had continued in metals on primary centres, changes would no doubt have developed in other lines besides solders, but a slightly easier trend is now reported in ingot circles, although dealers state not to the extent as to cause any immediate lower prices in the finished products. For the present the market on a whole is fairly steady apparently awaiting developments in basic materials. The market is seasonably dull, but with the turn of the year, more activity is looked for in following weeks. Prevailing quotations are as follows:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 32½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 22½
Do., guaranteed, lb.	0 27½
Do., wiping, lb.	0 22½
Zinc sheets, per lb.	0 12

SOME BRIGHT SPOTS IN SHEET MARKETS

Toronto.

Moderate trade is the keynote of the current sheet markets. While a better feeling is generally in evidence, and in some cases a larger volume of inquiry is reported, yet there has developed very little real improvement in business. The month of January has been described by distributors as typical of the average winter season, and while it has been up to expectations, yet that statement carries very little consolation with it. The fact that many industries

—which in normal times required a fair amount of sheets and plates—are not now operating at anything like a moderate rate of capacity, reflects upon conditions in the sheet markets. The demand for stove pipes, cooking stoves, ranges and furnaces, has generally been of a restricted nature this season, and manufacturers of these products have in turn confined their purchases of raw materials.

Prices are generally unchanged, but a few bright spots have been noticed on the horizon. Dealers state however, that close figuring is required in order to land any current business.

BLUE ANNEALED—		
10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65
BLACK—		
18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 60	7 10
22 gauge	7 15	6 65
18 and 20 gauge	7 00	6 50
Premier and Apollo.		
10¾ oz.	6 25	7 00
U. S. 28 base	5 85	6 60
U. S. 26	5 55	6 30
22 and 24	5 40	6 15
18 and 20	5 25	6 00
16	5 10	5 85
12 and 14	4 95	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 shets	9 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20. 112 sheets	12 00

SCRAP MATERIALS NOW IN EASIER POSITION

Toronto.

Scrap metals are not so well placed this week. Demand for copper scrap has again diminished. Prices on copper scrap have contracted, dealers bidding no more than 10.75c. Yellow brass grades are also lower. Comparatively little is being done in white metals.

Iron and steel scrap grades are quiet, but prices are resisting attempts by melters to obtain concessions.

The following are averages of dealers' buying prices for large quantities.

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	12 50	13 50
Grate bars	11 50	12 50
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 25	10 75
Light copper	8 00	8 75
No. 1 composition	9 00	9 75
No. 1 comp. turnings	6 00	6 75
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 00	4 50
Tea lead	2 00	2 50
Scrap zinc	3 75	4 00
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

ANOTHER REDUCTION IN AUTO TIRE PRICES

Just as Hardware and Metal goes to press, another reduction in automobile tire prices is reported. The extent of the decline is announced as varying on the different grades, and manufacturers state that this places the tire market on a rock-bottom basis for future trade. Following on the recent downward revision in tire quotations, the current change indicates the marked tendency to lower levels in this industry, and reflects the declines in the rubber markets, as well as easier levels in cotton and other contributory cost elements.

MORE INQUIRIES REPORTED FOR PIPE FITTINGS

Toronto.

Quotations on pipe fittings are generally being maintained at the recently revised levels, with current business of a spasmodic nature. The anticipated development of spring business has not yet materialized, distributors admitting that it is early in the season for any marked improvement. There has been reported, however, a larger number of inquiries, but whether this is due to potential business, or is a result of the many recent price changes, is hard to determine. Following are the current prices, with no change having been recorded as yet on Dart unions, or wrought nipples and couplings:

PIPE FITTINGS—	
Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ⅛ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	50%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	60%
Do, 4½ inch and larger	50%
Do., running thread	30%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

	Black	Galvanized
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

FAIR TRADE RECORDED IN BOILER TUBES

Toronto.

Trade in boiler tubes is described as fair at present, with one distributor stating that it was as good as could reasonably be expected at this time of the year. There has been some improvement in demand evident during recent weeks, and according to the general opinion in these markets, current business has not been at all bad. Prices are generally unchanged, with the following list governing all moderate orders. It is admitted, however, that some shading of these quotations has appeared where an unusually attractive inquiry is made:

BOILER TUBES—

	Seamless.	Lapweld.
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	28 00	22 00
2¼ inch	32 00	25 00
2½ inch	40 00	27 00
3 inch	44 00	35 00
3½ inch	60 00	40 00
4 inch	75 00	50 25

MAINTAIN RECENT NEW DISCOUNTS ON TROUGH

Toronto.

Quotations on eavestrough and conductor pipe remain at the recent easier levels, with business in these products naturally restricted at this season of the year. Weather conditions offset any activity in such construction work where trough and piping are required, but with the recent price developments placing quotations on a moderate basis for

Weekly Hardware Letter from Hamilton, Ont.

A Weekly Market Letter from Hamilton, Ontario, dealing with the iron and steel trade and manufactured products of interest to the hardware and metal trade as a whole, will be a feature of Hardware and Metal commencing with next week's issue (February 11). It will be somewhat along the same line as the Pittsburg letter which now appears each week from our Pittsburg correspondent, and it will be designed to provide readers with authoritative data concerning movements in this important centre of production and trade, and thereby supplement the extensive service on markets which is provided Hardware and Metal readers.

spring trade, future improvement is generally looked for in these markets. Following are the current levels and discounts:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:

Size	Per 100 ft.
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

ELBOWS (Conductor)

2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

IMPROVEMENT LOOKED FOR IN COMPRESSION GOODS

Toronto.

Quotations on compression goods generally are being maintained at the recently revised discounts, with trade of a quiet nature at this season of the year. Dealers are looking forward to improved business conditions with the advent of Spring, and current buying is quiet with little variation having been recorded.

COMPRESSION GOODS—

Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	32%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Round-way stop and waste cocks, standard	46%
Brass steam cocks, standard	40%
Globe, angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25|10%
Jenkins Globe	19|10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco, swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
Emco gate valves, standard	25%
Do., Do., Do., J. D.	33%
Emco Globe valves, std.	25%

BASIN COCKS—

No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	43%

CORRUGATED SHEETS AT RECENT NEW LEVELS

Toronto.

The corrugated sheet market reflects the trend of developments in primary sheet circles and quotations remain at the recently revised levels. Conditions are described as quiet, at present, but with general expectations prevailing for improvement in the early spring. The discount of 10 per cent. is now in effect, with the list prices remaining unchanged as follows:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 24 ins., 75c a square extra.

London Markets

LONDON, Feb. 2.—Price revisions to lower levels continue to be apparent from week to week and included among the products affected on the current hardware markets are: mop wringers, wood dash churns, clothes line pulleys, roller skates, wrought staples, japanned steel shelf brackets, wrought steel and nickle-plated butts, and electric weld coil chain. The discounts on the revised capped goods list are identical with the recent new tack list. Increased quotations are recorded on both turpentine and linseed oil.

Collection reports continue good, and current trade is described as slightly improved in volume, with seasonal lines moving fairly well.

PRICES ADVANCE ON LINSEED OIL MARKETS

London, Ont.

The advance in the linseed oil markets attracts particular attention this week. This change is attributed to a combination of factors. The primary markets are described as considerably firmer, while there has been a slight increase in the flax seed prices. An improvement in the current demand served to stimulate interest in this product. The total increase amounts to six cents per gallon from the previous levels, and following are the new prices:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	0 90	0 93
3 to 5 bbls., per gal.	0 89	0 92
6 to 9 bbls., per gal.	0 87	0 90

Less barrels, add 15 cents gal.

ANOTHER ADVANCE IN TURPENTINE QUOTATIONS

London, Ont.

Further advances in the price of turpentine are recorded in many quarters, this change reflecting the higher levels attained on southern producing centres. The extent of the local advance is five cents per gallon, thus bringing the following quotations into general effect:

TURPENTINE—	Imp. Gal.
1 bbl. lots	1 35
2 to 4 bbl. lots	1 34
5 gal. lots	1 50

DISCOUNTS ON REVISED CAPPED GOODS LIST

London, Ont.

The revised capped goods list, which was adopted under date of January 5, 1922, takes the same discount as the new tack list, which is 65 and 25 per cent.

REDUCTIONS ON HEAVY TEE AND STRAP HINGES

London, Ont.

Lower prices are again in evidence on heavy tee and strap hinges, the extent of the reduction being around 10 per cent. Following are the new local quotations:

HINGES—

	Price Per Doz. Pair Tee	Strap
4 in.	1 40	1 70
5 in.	1 70	2 00
6 in.	1 95	2 20
8 in.	2 15	2 95
10 in.	3 60	5 20
12 in.	5 85	6 35
14 in.	6 85	7 50

REVISED NET PRICES ON WROUGHT BUTTS

London, Ont.

Revised lower prices have now been issued on wrought steel and nickle-plated butts. Following are some of the new net quotations on these products:

WROUGHT BUTTS—

Plated Butts

No. 241, antique copper finish, dull brass, antique brass; 2½" x 2½", 30c per pair; 3" x 3", 31½c; 3½" x 3½", 32½c; 4" x 4", 45½c; 4½" x 4½", 65c; 5" x 5", $1.18.

Loose Pin Steel Butts

No. 804—2" x 2", 90c doz. pair; 2½" x 2½", $1.06; 3" x 3", $1.50; 3½" x 3½", $1.94; 4" x 4", $2.63; 4½" x 4½", $3.50; 5" x 5", $4.38.

Narrow Riveted Steel Butts

No. 800—1 in., 32 c doz. pair; 1¼ in., 37c; 1½ in., 50c; 1¾ in., 56c; 2 in., 69c; 2½ in., 81c; 3 in., $1.06; 3½ in., $1.50; 4 in., $2.12.

Light Narrow Loose Pin Butts

No. 840—1¼ in., 48c doz. pair; 1½ in., 50c; 1¾ in., 62c; 2 in., 69c; 2¼ in., 81c; 2½ in., 88c; 3 in., $1.13; 3½ in., $1.60.

LOWER QUOTATIONS NOTED ON COIL CHAIN

London, Ont.

New lower prices are now in effect locally on electric weld coil chain. Following are the revised quotations on this product:

COIL CHAIN—

Electric weld, 3-16 in., 16½c per lb.; ¼ in., 15½c; 5-16 in., 12½c; ⅜ in., 10½c; 7-16 in., 10c; ½ in., 9¾c.

REVISED LOWER PRICES ON SHELF BRACKETS

London, Ont.

A reduction of approximately 10 per cent. has been announced in prices on japanned steel shelf brackets. Following are the revised prices:

SHELF BRACKETS—

No. 140—3" x 4", 80c doz. pair; 4" x 5", $1.10; 5" x 7", $1.75; 6" x 8", $2.05; 7" x 9", $2.40; 8" x 10", $2.75; 10" x 12", $4.05; 12" x 14", $6.40; 16" x 18", $13.80.

REDUCTIONS ALSO NOTED ON WROUGHT STAPLES

London, Ont.

Prices on wrought staples are also reduced this week, the extent of the reduction being in the neighborhood of 10 per cent. The revised quotations follow:

WROUGHT STAPLES—

No. 155—1¼ in., 45c per gross; 1½ in., 50c; 2 in., 65c; 2¼ in., 80c; 2½ in., 90c; 3 in., $1.25; 3½ in., $1.40; 4 in., $2.10.

LOWER QUOTATIONS IN EFFECT ON ZENOLEUM

London, Ont.

Newer lower prices are now in effect on Zenoleum. Following are the revised quotations on this product:

ZENOLEUM—

8 oz. cans, per doz.	3 00
16 oz. cans, per doz.	4 50
1 quart cans, per doz.	6 25
½ gal. cans, per doz.	11 00
1 gal. cans, per doz.	18 00

REDUCED PRICES ANNOUNCED ON ROLLER SKATES

London, Ont.

Roller skates are now reduced in price, in anticipation of spring trade. Following are some of the revised prices.

ROLLER SKATES—	
No. 5 Ball Bearing Wheels, per pr.	2 65
No. 3 Steel Wheels, per pr.	1 10

EASIER PRICE LEVELS ON CLOTHES AND PULLEYS

London, Ont.

Clothes line pulleys, both japanned and galvanized, are quoted lower in price this week. The revised prices are as follows:

CLOTHES LINE PULLEYS—	
Ralston, japd. per doz.	3 20
Ralston, galv., per doz.	3 75

CROQUET SET PRICES FOR SPRING DELIVERY

London, Ont.

New prices for spring delivery on croquet sets show very little variation from the previous quotations. Following are the 1922 season price levels:

CROQUET SETS—	
No. 5 x 8 ball, per set	5 50
No. XA x 8 ball, per set	3 75
No. 7 x 6 ball, per set	2 75
No. 6 x 4 ball, per set	2 15

WOOD DASH CHURNS SHOW PRICE REDUCTION

London, Ont.

Wood dash churns are now quoted lower in price. The new prices recently announced on the 5, 7 and 10-gallon sizes are as follows:

WOOD DASH CHURNS—	
5 gal., per doz.	25 00
7 gal., per doz.	26 50
10 gal., per doz.	28 00

LOWER PRICES APPEAR ON MOP WRINGERS

London, Ont.

Revised quotations which are approximately ten per cent. lower have been announced on the White mop wringers. Following are the new prices on these products:

WHITE MOP WRINGERS—	
No. 1, per doz.	41 00
No. 2, per doz.	28 75
No. 3, per doz.	35 00

MAINTAIN DISCOUNT LEVELS ON PIPE AND TROUGH

Winnipeg

Although revised discounts are quoted on both eavestrough and conductor pipe in the Eastern markets; this change is not yet apparent on the Western markets. Following are the present prices:

	Per 100 ft.
EAVESTROUGH—	
8 inch	$5 48
10 inch	6 08
12 inch	7 29
15 inch	10 13
CONDUCTOR PIPE—	
2 inch	6 69
3 inch	7 70
4 inch	9 72
5 inch	13 77

Winnipeg Markets

WINNIPEG, February 2.—Several more price revisions supply the feature of the current hardware markets, these changes including easier price levels on Beaver board, the Universal line of food choppers, and agricultural wrenches. Lower quotations are also recorded on copper sheets, while a firmer tendency has appeared in both the linseed oil and turpentine markets. Conditions on other primary materials generally remain unchanged, with distributors looking forward to a gradual improvement in trade activity as the Spring season approaches.

SLIGHT REDUCTION ON AGRICULTURAL WRENCHES

Winnipeg

A slight decline is recorded in the prices of Agricultural wrenches this week. Following are the revised quotations.

AGRICULTURAL WRENCHES—	Per doz.
6 inch	5 00
8 inch	6 00
10 inch	7 00
12 inch	9 00
15 inch	12 00

LOWER QUOTATIONS APPEAR ON BEAVER BOARD

Winnipeg.

A reduction in price is recorded on Beaver Board and following are the new quotations:

BEAVER BOARD—	Per 100 ft.
Plain in original bundles	$42 00
Do., in less than original bundles	44 50
Grained in original bundles	45 75
Do., in less than original bundles	48 25

LOOK FOR IMPROVEMENT IN SHEET MARKETS

Winnipeg.

Black and galvanized sheets remain unchanged this week. Prices are considered to be at a low level in comparison with replacement costs. Business locally is not very good in this line, although during the past week a slight improvement has been reported. It is the opinion of several jobbers that sales will gradually increase in the coming weeks. Following are the unchanged quotations:

STEEL SHEETS, BLACK—	
10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65
IRON GALVANIZED—	
Premier; Apollo and "Fleur de Lis".	
10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 24 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

SHEET COPPER PRICES ON EASIER LEVELS

Winnipeg

A decline in price is recorded on both polished and tinned sheet copper. Planished is now quoted at 56 cents per lb. and tinned at 50 cents per lb.

REDUCED PRICES NOTED ON FOOD CHOPPERS

Winnipeg

A decline in price is recorded this week on Universal food choppers. Following are the new quotations.

FOOD CHOPPERS—	Each.
Universal Line:	
No. 0	$1 45
No. 1	1 70
No. 2	2 10
No. 3	2 85

Pittsburg Markets

PITTSBURGH, February 1.—Demand ITTSBURGH, February 2.—Demand as was expected. The volume of business is hardly larger than in the last week or two of December, and perhaps in some lines it is not as large. The condition is decidedly disappointing. Pittsburgh steel men, noted for their sanguine temperament, are quite dissatisfied with the situation and take an unfavorable view of the future.

It was not a great deal that the mills were looking for, practically no more than a resumption of business at the rate that obtained before the holiday lull, a poor enough rate at that. Here and there business has been picking up, but in other quarters orders are running out and on the whole production of steel is not increasing to any extent.

The tonnage of demand in proportion to productive capacity varies widely in the different products. Easily the best line is tin plate. This is a peculiar commodity among steel products, having a way of being in good demand in years that are "off" as to steel demand in general. Conditions that make business in general poor have a tendency to make tin plate better. The canning crops, for instance, are heavier when labor is plentiful and cheap, while the household demand is good when housewives have not had the capital to put up goods themselves. There has been a very thorough liquidation in stocks of all sorts of goods put up in tin cans, and production this year will be in relation to ultimate consumption.

The tin plate mills ran fairly well in the late weeks of the old year and at the present time they are running at about 75 per cent. of capacity, and this despite the fact that buyers generally are very cautious and are not buying ahead, so that there is room for considerable expansion as the year wears along. It is quite possible that a new record will be made this year for tin plate production, which would mean about 1,500,000 gross tons.

Rail Orders

The Carnegie Steel Company has received a fair batch of specifications against rail contracts, for February and March rolling, and the Gray rail mill,

(Continued on page 58)

Trebles Paint Trade in Two Years

How A Hardware Merchant Initiating Clean-up And Paint-up Movement And Introducing Certain Reforms In His Paint Department Greatly Increased Paint Business—Advantages of Spring Paint-up Campaigns—Early Plans Which Should be Laid

PLANS might be put under way at a very early date having for their object the commencement of clean-up and paint-up campaigns in local communities during the forthcoming spring season. Each year sees additional municipalities go into this matter on a broad scale and the results are highly desirable both to the inhabitants of the town or city and to the merchants who link up with it. Very frequently the merchants themselves are instrumental in initiating the movement.

Just this week Hardware and Metal was advised of the action of a group of retail merchants in a certain Ontario city who are bringing before the local branch of the Retail Merchants Association a recommendation that the retailers set a good example by giving their stores a thorough cleaning up and painting. It is realized that while many of these merchants will gain no business directly by the movement, that all will gain indirectly due to the constant attraction of trade to stores which present a clean appearance. Of course the hardware merchants will get some business in supplying the paint, but it is significant that the merchant who took the lead in making this recommendation was not a hardware merchant, nor a paint dealer.

An Industrial Advantage

There are many advantages of the annual clean-up and paint-up campaign in local communities and it will take little persuasion to get the movement under way. There are hundreds of towns in Canada and the United States which conduct these campaigns in the spring of each year, and, in the case of one city, insurance premiums were reduced $160,000 in a year and fire losses were reduced $800,000. The case of a prominent manufacturer who was anticipating the location of a new factory is also pointed to as evidence of the value of clean-up and paint-up. This manufacturer's decision finally rested between two towns and on investigation he found that city number one had dirty streets and alleys and buildings. Although the inducements otherwise were very material it was decided to turn down this offer for the reason that the citizens were so apparently lacking in self-respect that it was not considered worth while to try to arouse them.

The second city was selected for the plant even though the inducements were not so great. The reason lay in the city's appearance. The streets were clean and the homes and business buildings were well kept, suggesting thrift and self-respect. This is a striking illustration of how one community benefited industrially simply by having a clean appearance.

Every city and town might wisely adopt the plan of having regular clean-up and paint-up periods. The spring season, of course, is the logical time, but in order for the campaign to be permanently effective, the good work must be planned well in advance and perpetuated. The city will be freer from disastrous fires, its merchants will be more prosperous and its people generally will be more receptive toward new ideas tending to raise the community to an even higher plane of development and visitors will always like to pay visits. The health of the community is also better where attention is given to cleanliness.

Other Merchants Interested

There have been outlined such a number of outstanding advantages of a local campaign that the hardware merchant who plans to initiate such a movement locally will have plenty of pointers with which to secure the attention and interest of other merchants. The profits to the hardware merchant who supplies the paint will pay well for any energy spent in getting it under way.

One hardware firm which has successfully developed considerable local trade through the medium of educational effort along the lines of clean-up, paint-up, is now devoting some attention to improving the facilities in the paint department of the store with the idea of assisting customers in the selection of their requirements. The plan has been adopted of selling rooms-full of paint, this means the selling of the various lines required for all the household purposes where complete renovation is to be undertaken. This firm have completely decorated a sample room, and they have found that customers are much more impressed with large actual samples of color combination than they are by looking at paint cans or color cards. Then, too, an experienced painter is kept on hand to visit the homes of paint buyers and show them the best way of applying the finishes they purchase. The business of the paint department of this store has trebled in two years by following out these two plans.

A Sample Room

The sample room merely consisted of a corner of the store which lent itself to the purpose without making it necessary to curtail the display of other lines. The walls were finished attractively with oil paints, giving the appearance of wall paper, and stencils were used for border designs. Customers become enthusiastic over the splendid combinations which could be secured by the use of stencils. In this case the customer pays for the painter's time but it is arranged that the painter merely gives preliminary instructions to customers who wish to save labor costs by doing the work themselves. It has been found that many customers will do much more painting when they do it themselves, but they are reticent

(Continued on Page 54.)

SERVICE

CONFIDENCE

FAIR DEALING

New Agent but Old Friend

"As the Sun is in the Firmament, so is friendship in the world, a most divine and heavenly band."

R. Burton.

What an institution say about themselves is *one* thing—what they actually achieve as recorded by those whom they serve is another.

Three days before this writing we wrote a "New" High Standard Agent asking why, when he had a choice of so many worthy propositions, he elected to represent us. This is his reply:—

"I take pleasure in answering your letter of the 25th, also stating why I became a "High Standard" Agent. I sold your goods while with ———— for 4 years and during that time I watched the way you *looked after* your agents. Your paint always gave satisfaction; your deliveries were good, your Advertising Department was always ready to help us, and we *never had to ask twice* for color cards.

"That's what used to make me 'sore' while working for other firms; they would have lots of paint but nothing to help you sell it with. I watched all these things when you didn't know it and that's the *very reason why I am selling 'Lowe Brothers' High Standard' Paint now.* I nearly forgot to say a word about the Shipping Department, they sure look after me out here. Hoping that 1922 will be your best year, believe me," (*Name on request*).

Talk is *one* thing. Deeds are another.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

The Brush Department

Sales Opportunities Are Numerous

Brush Department Offers Unique Opportunity For Selling Wide Range of Articles Including Accessory Lines to Fulfill Purpose For Which Brush Is Designed

TOO FREQUENTLY the salesmen in the brush department take it for granted that women customers know all about the various types of brushes provided for household use and that if they want one, they will ask for it. Part of the reason for this attitude is due to the fact that in selling specialized lines such as tools and in selling brushes to the mechanic, the article is frequently selected by the purchaser who already has a knowledge of the purposes for which it was designed. Few housewives however are aware of the great number of uses to which household brushes can be put, nor of the wide range of brushes provided to lesson the drudgery of household labor. Again, when the housewife buys a brush she expects it to be capable of doing several other duties as well. It is generally safe to say that every brush sold to a housewife represents an excellent sales opportunity for some other article which is needed in the cleaning process. By following this plan the merchant will soon come to realize that brushes make an excellent "lead off" item and encourage the purchase of many other lines of hardware. The purchaser of a new floor brush may require a new dust-pan. The purchaser of a floor polishing brush may require some floor wax, etc. The possibilities are unlimited. If the brush department is looked upon as capable of developing trade in other lines it will receive the attention which it deserves. It might be well to make a list of the accessory lines which might be sold with the brush designed for the particular purpose including those already noted and others such as silver polish with the silver cleaning brush, etc. These lines might be grouped together in the advertisements dealing with the brush department and also in a window display, and the salesman who realizes sales opportunities in every inquiry will do his utmost to sell some of the accessory lines with each brush sale.

Canada Paint Company Entertains

Masquerade and Beggars' Ball Held at Monthly Gathering of Get-Together Club in Montreal

MONTREAL.—One of the most enjoyable monthly entertainments under the auspices of the Get-Together Club took place at Norman Hall, Montreal, when the Canada Paint Co., were hosts at a masquerade and Beggars' Ball, a decidedly new and original variation on the theme of masked balls. Under the able chairmanship of E. A. Crawford, the committee is to be congratulated for the success of the affair from the opening "Fallis" waltz to the Captain Courtemanche Good-Night Waltz. Although opening and closing with a dreamy waltz, the programme was well balanced, offering, apart from the breezy fox-trots and Jazzy one-steps different featur numbers. The programme also formed an amusing souvenir on its printed form as the various dances were identified in a manner highly entertaining to the assembled guests. The 22 numbers were as follows:

Programme

1, Fallis Waltz; 2 , Cluxton Fox Trot; 3, Conover One Step; 4, Fred Scott Paul Jones; 5, Houghton Song Fox Trot; 6, Ward One Step (Serpentine); 7, Bill Newton Surprise Fox Trot; 8, Misson Nose and Feather Waltz; 9, Weir-D Balloon One Step; 10, Bill Cottingham Song Waltz; 11, Alphonse Leclaire Grand Prize Costume Parade.

Liquid and Dry Fillers

12, Grimes Ticket One Step; 13, Whittaker Extra; 14, Taylor Lucky Waltz; 15, Haldane One Step; 16, Byford Paul Jones; 17, Crawford Waltz; (Moonlight), 18, Daly Fox Trot; 19, Letham Waltz; 20, Mortimer One Step; 21, Marlow Fox Trot; 22, Captain Courtemanche Good-Night Waltz.

Following the Grand Prize Costume Parade, Royal Cluxton, under a fitting ceremony, presented the prizes awarded for the most artistic and most comical costumes, both ladies and gentlemen. The choosing of these proved a very difficult task for the judges as over 60 couples paraded, displaying costumes both original and beautiful, the comic side being shown in make-ups from the "baby" to the "Skipper of the Toonerville Trolley."

Refreshments formed the next item on the programme, "Liquid and Dry Fillers" being served. Following this much-enjoyed number a few of the older members were forced by exhaustion to bid good-night. It was surprising, however, the number of "older" members who could be found on the ball room floor in the early hours of the morning, apparently determined to be the last of the 100 couples to bid au revoir to the most enjoyable evening.

WHAT FOLLOWED REJUVENATION OF THE CUTLERY DEPARTMENT

(Continued from page 38)

some attractive window dressings, if he has the right material to work with. So I'm confident this venture will be a success, for the outlay is not large, and as I pointed out, it's begun to stimulate trade already. Then there's one other point, Tom. Prices on cutlery and tableware have all been reduced and in securing this new stock, I got the advantage of the new lower quotations."

"That price decline is a healthy argument to pass along to prospective customers, Bill. Backed up with your other plans, I can see some fair business ahead for you. I'll sure be glad to know how you get along."

TREBLES PAINT TRADE

(Continued from page 52.)

about attempting any work which ordinarily only an experienced hand should do. Hence the plan outlined has worked out well.

Another plan has been that when a customer enters the store and enquires for a certain line, the salesman makes enquiries as to what purpose the paint or varnish is being purchased for. It is frequently found that customers ask for something which will not do the job as well as some other line, and therefore a valuable opportunity is opened for authoritative advice of the kind which makes a permanent and satisfied customer.

A LOCK TO CANADIAN DISTRIBUTORS

The Miller Lock Company on their 50th anniversary are donating an indestructible padlock to each of their Canadian distributors. Although alst year marked their fiftieth year, these were not ready for distribution, but are being mailed through their Canadian agent this week.

BOECKH'S BRUSH NEWS

The Kind of a Brush to Sell

YOU will often get a customer who is very particular about the quality of the paint he is getting, but who, when it comes to a brush to apply the paint, thinks the cheapest brush he can buy is plenty good enough.

He may buy a cheap brush, which while perfectly good for putting on stove pipe varnish, etc., is entirely unsuited for better work. As a result he gets a streaky job—and blames it on the paint.

That's bad for you, because he probably holds you responsible for the quality of the job.

When you sell a can of good paint it is good business to recommend a brush that will give good service.

If your customer wants to paint his car, it is well to remember that the important thing is to recommend a brush that will put on the finishing coat smoothly. For this work, sell Boeckh's Camel Hair, Fitch Hair or Badger Hair Brushes. Your customer will have reason to be grateful for your recommendation.

The whole point is, if a man buys good paint he should buy good brushes to apply it with. Your customer needs your advice and assistance in this matter and it is good business for all parties concerned.

The BOECKH COMPANY Ltd.

Toronto, Canada

ESTABLISHED 1856

Distributors:

Montreal, P. Q.-The H. E. Smith Sales Co.,
130 Craig Street West

Winnipeg, Man.-Mr. J. B. Buckham,
664 Broadway

Vancouver and Victoria B. C.-The T. S. Griffiths
1080 Hamilton Street, Vancouver, B. C.

Weekly Paint Markets

Montreal

MONTREAL, February 2—Higher quotations on linseed oil again feature the paint markets this week. Prices are increased 2 cents per gallon with the tone of the market continuing firm. Although ample seed supplies are being questioned by some well informed, this can hardly be stated as reason for the present upward tendency. More interest in the market in general is now evident, and with the demand becoming more active with the approach of the painting season, this should have a strengthening effect in the oil situation. Locally buying is still limited, the larger buyers not yet entering the market, but with the opening of the present month an improvement is looked for in this direction.

Turpentine prices are unchanged locally this week, although a quotation 2 cents in advance is given by some jobbing houses. The undertone of this market is again firm, after the slight recession recorded last week. A strong tendency has again developed in Southern circles, and quotations here in general show a slight increase. With the demand gradually increasing, with the approach of the painting season, a steady to firm market is looked for on this product.

There is little or no change in the window glass situation business being seasonably dull in this product at present. White lead in oil and putty also remain at former figures, with the undertone of both products said to be very steady. The future of these products along with other paint products, insofar as price is concerned, is expected to be taken up shortly, but there is very little indication of a change in either direction at present.

FURTHER ADVANCE IN LINSEED OIL PRICES

Montreal

A further increase of 2 cents per gallon on linseed oil quotations, and the tone of the market now continuing firm, is the position of the oil market this week. The stronger tendency commenced last week, when practically all markets began to record advance quotations. This is now well maintained, with Argentine prices showing a further increase at the close of the week. Although ample supplies of seed are questioned in some quarters, the better feeling in the market, owing to more interest being shown by all concerned, is said to be the reason of the present upward tendency. With the painting season approaching, buyers, both large and small, will anticipate their requirements and a continued improvement is now looked for, as the beginning of February usually sees the close of the more inactive period for this product

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal. ..	0 85	0 87
3 to 5 barrel lots, per gal. ...	0 83	0 85
Less barrels, add 10 cents per gallon.		

TURPENTINE PRICES UNCHANGED MARKET FIRM

Montreal.

Turpentine quotations are this week unchanged in most quarters, although $1.25 per gallon is now quoted by a few jobbing houses. The undertone of the market continues firm, Savannah quotations registering a slight advance, and reports state that from appearances the market is upward bound. Fluctuations may be looked for, and only at the close of last week prices receded a little, after the former strong position was evident. However, with increased demands in the following weeks, there seems little but a steady to firm situation on this product, as demand has been the factor expected to place the market in a firm position. Fresh supplies are not heavy, and although demand is light, purchases are said to be quite sufficient for amount of new supplies obtainable. Locally sales are still limited, but with the approach of the painting season, dealers are quoted optimistic of the future, and stocks in all sections of the country are undoubtedly low.

TURPENTINE—	Imp. gal.
1 barrel lots	1 25
2 to 4 barrel lots	1 23
Broken lots	1 35

LITTLE VARIATION RECORDED IN WINDOW GLASS

Montreal.

There is little or nothing new in the window glass market, quotations being unchanged and very little activity in evidence. Stocks are low in keeping with present volume of business transacted, and local distributors look for little improvement until building operations require supplies in the Spring and Summer months. Although replacement costs have been increased owing to higher transportation rates since the close of navigation, this has so far failed to produce advance quotations, and there seems little likelihood of this factor producing this result for the remainder of the closed season. On the other hand, it is stated that any easier tendency is offset also by the higher standing of the Belgian franc, notwithstanding slightly lower levels now quoted from this source. With one factor balancing the other, a fairly steady outlook is forecast in window glass, at least while business is in its present quieter state.

Toronto

TORONTO, February 2.—Owing to the recent higher prices on flax seed, coupled with the improved demand for linseed oil, the current quotation on this product has advanced on the local market another three cents per gallon. This increase follows the higher level recorded last week, and constitutes one of the features of the prevailing paint markets. The undertone in linseed oil is now described as considerably firmer, and some additional revisions are looked for in certain quarters.

The higher prices on turpentine, referred to in last week's reports have now become more or less general, and the average quotation this week registers an advance of five cents per gallon over previous levels. A variation in local prices however, is still apparent, some distributors offering turpentine at several cents below this figure. It is admitted however, that the state of the market renders such quotations liable to revision at any time. The firm showing in primary producing centres is still being maintained, and this condition is naturally reflected in the domestic markets.

More interest is being shown in paint and varnishes, with current orders indicating brisk seasonal activity in these products during the spring period. The demand for brushes is also described as coming along nicely, and the manufacturers and distributors express confidence as regards the volume of future business in these lines.

STEADY TRADE REPORTED IN BRUSH MARKETS

Toronto.

Orders for paint brushes are now described as very good, and while purchases are not being made in large quantities, yet the manufacturers and distributors state that the current volume is satisfactory and well up to expectations for this time of the year. Steady conditions have maintained in the primary markets, and no price developments are anticipated, the present levels having been announced last year for this spring's business.

(Continued on page 58)

Your Farmer Customers Can Always Rely Upon—

COMMONWEALTH BARN PAINT

IT'S a Sherwin-Williams Product—one of the "Cover the Earth" quality group—made to furnish **paint insurance** on Barns, Silos, Outhouses, Wood Roofs, Fencing and other farm property requiring protection against wind and weather.

Commonwealth Barn Paint is a rich heavy-bodied Red or Gray of unusual covering power, even on rough lumber. Good looking and extremely durable, it is just the kind of paint a farmer will appreciate—the kind that reflects favorably upon the dealer selling it.

Farmers everywhere know Commonwealth Barn Paint and the other "Cover the Earth" Paints and Varnishes. That's why these S.W. Products are so easily sold and why S.W. dealers everywhere are securing the greater share of the paint demand.

Why not investigate this agency proposition? A post card addressed to any of our branches will bring you full particulars by return mail

Save the surface and you save all — Paint & Varnish

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

TORONTO PAINT MARKETS

(Continued from page 56)

MAINTAIN INCREASED LEVELS ON TURPENTINE

Toronto

As was pointed out in last week's issue of Hardware and Metal, some higher prices on turpentine have recently appeared on the local markets. This advanced level has now become more or less general, thus increasing the average quotation around $1.35 per gallon in one barrel lots. However, it is noticeable that one distributor is still quoting around $1.29, and in discussing this matter with Hardware and Metal, it was stated that this quotation represented new stock, based on costs which have been evident during the past two weeks when primary market levels have also been higher. It was also admitted that the condition of the market at present would probably cause further revision in such prices from day to day, and as the increased quotations at Savannah and other distributing points become reflected in fresh purchases, corresponding advances are evident in domestic circles.

Current reports from southern producing centres indicate that the recent firmness is being maintained. If a more normal supply, or fresh receipts, were available at this time, the prevailing levels would generally be considered high. It must be remembered, however, that turpentine is a highly speculative product, and this is the principal factor controlling the current producing centres. Following are the revised local prices:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 35
2 to 4 barrel lots	1 34
5 gallon lots	1 50

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon

MODERATE DEMAND FOR LEAD IN OIL & PUTTY

Toronto.

The current demand for both white lead in oil and putty is described as of a moderate nature. This is usual at the present season of the year. Quotations on these products are still maintained at the following levels:

WHITE LEAD IN OIL—	
In 5-ton lots	12 45
In 1-ton lots	13 20
Less quantities	13 65

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk bbls	$ 4 45	$4 95	$5 25
100-lb. drums	5 45	5 95	6 20
25-lb. irons	5 70	6 20	6 45
Bladders in bbls.	6 70	7 20	7 45
Do., less quantities	6 95	7 45	7 70

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices for similar quantities

FURTHER ADVANCE IN LINSEED OIL PRICE

Toronto.

An additional increase of three cents per gallon in the local prices on linseed oil, provides one of the features of the current paint markets. After recording an advance of three cents last week, the market retained the improved showing, and the undertone was further strengthened by higher prices on flax seed, coupled with the recently improved demand for oil. This additional rise places quotations at ninety cents for raw, and ninety-three cents per gallon for boiled in one to two barrel lots. It is intimated in some quarters that additional revisions are looked for. As is usually the case when sudden price advances are recorded, there has appeared a range in the quotations noted on the domestic markets. However, the following is the average list now in effect:

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 90	0 93
3 to 4 barrel lots	0 89	0 92
6 to 9 barrel lots	0 87	0 90

Less barrels, add 15 cents per gallon.

MORE INTEREST IN PAINT AND VARNISH

Toronto

The present volume of orders for paints and varnishes is described as satisfactory by both manufacturers and distributors. There is more interest prevailing in the markets for these products, and general indications point towards a much greater proportion of construction work of various kinds during the ensuing year than was recorded last season. This is anticipated as one of the primary factors in making 1922 the record year for paint and the allied products. The movement towards spring painting of all kinds is expected to make an early start, and stocks are generally being replenished in preparation for brisk activity. Paint prices are firm, at present, with manufacturers still predicting a steady level for spring trade.

PITTSBURGH MARKETS

(Continued from page 51)

in the Chicago district, is starting in operation with about three months' work ahead.

In tubular goods, which showed a better demand in the closing months of last year than most steel lines, there has been a decided falling off in demand in the past six months, partly in standard steel pipe, but chiefly in oil country goods, which are out of season. While demand is expected to come back by early spring, a little doubt is entertained as declines in oil prices may discourage drilling.

Sheets show a moderate demand, giving the mills as a whole an operation of about 48 per cent. The demand is widespread and is not strong in any particular trade. It is quite fair in sheets for building material, such as lathing and ceiling, eavestrough and conductor pipe, etc., while demand from the automobile trade is approximately normal for the season of the year. Bar demand has improved a shade according to reports of some mills, but other mills hold that there is scarcely any demand. Plates and shapes are very quiet.

Sheet prices are being held very rigidly, at 2.25c. for blue annealed, 3.00c. for black and 4.00c. for galvanized, and what is perhaps more remarkable is that extras are very tightly held also. In tin plate the market is quite steady. Slight concessions are given on large orders, as is normal, the concessions being no greater in percentage than usual.

Bars, shapes and plates remain quotable at 1.50c., where they have been for six weeks or more, but there is a difference in that the price is shaded on smaller orders than formerly, while even less than carload lots can sometimes be obtained at the 1.50c. price.

Standard steel pipe remains at 71 per cent. basing discount. Independents are giving the usual 2½ per cent beyond the regular trimmings of the leading interest, but do not always stop there.

Plain wire remains quotable at 2.25c. and wire nails at $2.50. Divergences from Pittsburgh basing are more common. The Ironton district mills and mills in Alabama are quoting delivered prices well below the Pittsburgh equivalent. This divergence usually occurs in a dull market, but is particularly conspicuous now. An entirely new departure, perhaps of decided significance, is the decision of the American Steel & Wire Company (Steel Corporation) to sell wire and nails to customers in Cleveland at 10 cents per 100 lb. over the Pittsburgh basis, when the material is made in Cleveland, instead of at the Pittsburgh price plus the rail freight Pittsburgh to Cleveland. While in various products there have been divergences from the "Pittsburgh plus" system of quoting delivered prices, even by the Steel Corporation, it is a new thing for the corporation to do this openly in wire products.

Mill Operations

The official report on steel ingot production in January is awaited with unusual interest, as mill operations have been so irregular that it is difficult to make a very close estimate as to just what they have been doing. Last July steel ingot production was at the rate of 11,000,000 tons a year, the rate increasing until in October and November it averaged 23,000,000 tons. During December production declined, averaging about 20,000,000 tons a year during the month, but being at probably no more than 18,000,000 tons towards the close of the month. The rate in January probably averaged around 18,000,000 or 20,000,000 tons, whereas a quick return after January 1, to the 23,000,000 ton rate was expected, with further improvement as spring approached.

Pig Iron and Coke

A Pittsburgh district steel interest inquired for 1,000 tons of basic iron and drew quotations from valley furnaces at $18, furnace, against the former nominal market of $18.25. The purchase, however, was made on the basis of $17.75, valley, a middle interest offering some resale iron at this figure.

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Floglaze

Registered

Exterior Surfaces

(The Can with the Black and Blue Label)

The ideal in an exterior finish has been accomplished in "Floglaze—for Exterior Surfaces!"

This is a high grade **outside enamel,** which gives the utmost in protection, with spreading and covering qualities absolutely unequalled. It can be used on all outdoor architectural surfaces.

Floglaze Exterior Enamel provides a lustre and finish which cannot be accomplished with the usual outside oil paint, and will greatly increase the profits of your paint department.

Our dealers' booklet, "A Guide to Larger Profits," describes Floglaze Exterior Finish fully. Write us for this book.

Floglaze
M L
QUALITY

"Make 1922 your greatest Paint & Varnish year"

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors:
PAINT & VARNISH
LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B.C.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buy ers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor- $14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2....$2 50 Group 3..$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12, each	$0 50
12 or less than 50, each	0 45
50 or less than 125, each	0 43
Bbl. lots of 125, each	0 39

"Reliable" Ignition, 2½x6 inch.

less than 12, each	0 50
12 or less than 50, each	0 45
Box of 50, each	40½
Bbl. lots 125 each, each	37½

F.o.b. factory, Toronto. F.o.b. warehouse, Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920

Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 60 per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List
Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 85%.
Gilmour Auger Bits, 10%.
Gilmour Eye Augers, add 5%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.
Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
[illegible] bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus [illegible]
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
do., Toronto	0 23
No. 4	32 50
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto,	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 10%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.
Car load lots— Toronto.
Per barrel ... $3 70
Less car lots—
Per bbl., f.o.b. yard ... 4 30
Per bbl., delivered ... 4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.
Toronto, Hamilton, Fergus, London. St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$3 43
Good Morning	1 37
Lookout	1 88
Sleepmeter	2 06

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No.	100 ft
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. [illegible]
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set ... $1 1[illegible]

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

	Doz
No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb.	0 39	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.: 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs. — Montreal, $7.75; Toronto, $8.00; London, $7.75.

DAMPERS—

	Doz.
Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70;

SHIP YOUR GOODS TO THE WELL-KNOWN FIRM OF H. L. PERRY CO., LIMITED, STORAGE (FREE and BOND) DISTRIBUTING AND ASSEMBLING OF POOL CARS OUR SPECIALTY.

Commission Department

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of departments offers a service that is unique.

THE H. L. PERRY CO. LTD.

214 Princess St. - Winnipeg

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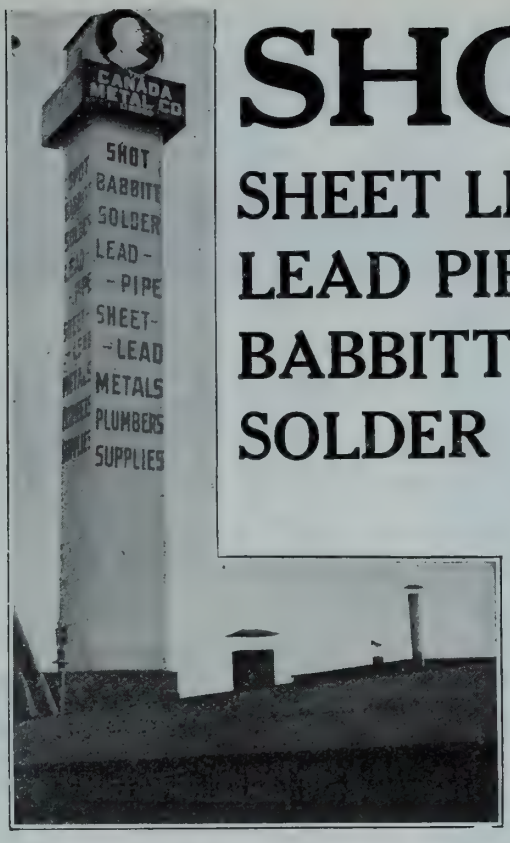


SHOT

SHEET LEAD
LEAD PIPE
BABBITT
SOLDER

Low Price
High Quality
Immediate Shipment.

THE CANADA METAL CO., LTD.
TORONTO

The Home of Chi-Namel Invites You

Ontario Retail Hardware Merchants
—make 1922—your Greatest Paint & Varnish Year
—and Start it Now—by attending
—Your Greatest Convention.

A **Chi-Namel** exclusive agency will—not only—make 1922—your greatest year, but every year a greater year—for you.

A **Chi-Namel** practical demonstration will convince you. When at the Convention

Visit our plant Visit our booth No. 34

Chi-Namel—"the Save the Surface" **Line of Quality**

OHIO VARNISH COMPANY LIMITED

BIGGAR AVE. and LOTTRIDGE ST.,

HAMILTON **The Home of Chi-Namel** **ONTARIO**

DRILLS—Continued
25|32, $1.80; 13|16, $1.90: 27|32, $2; 7/8, $2.10.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
1/2	1.00.	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%

3/32	$2.70	3/8	$ 8.50
1/8	3.00	7/16	10.50
5/32	3.50	1/2	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
1/4	5.00	11/16	21.00
9/32	6.00	3/4	24.00
5/16	7.00	7/8	30.00

Blacksmith's, 1/2-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—
See prices under heading Wares.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
1/2 in., $12.50; 5/8 in., $14.00; 3/4 in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.

Great Western, American ...	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle ...	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Per Cent. Mont.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk ...	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

FLY TERROR, per doz......$4 75

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3.75
Bi-Treadle, each 9 75
Cycle BB. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 21½, $10; 3, $11.50; F.o b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.
Dodson $4 60
Kling 4.00

HAMMERS, NAIL— Doz.
No. 21 .... $12 00
No. 1 .... 15 40
Nos. 1½ and 61½ 15 20

HAMMERS, SLEDGE—
Can. 2-2½ lbs., cwt. 22 50
Do., 3-4½ lbs. 20 70
Do., 5 lbs. and over 14 40
Masons, 2-3½ lbs. 28 35
Do., 3-4½ lbs. 25 50
5 lbs. and over 20 70
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 14 40

HAMMERS, MACHINISTS—
No. 30, 1-lb. 10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES, (WOOD).—
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	List.
Atlas No. 0	13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
ational	12 00
America	19 00

HATCHETS, SHINGLING—
Great West 30 00
Per Doz.
No. 1 .... 10 25
No. 2 .... 11 25

HATCHETS, LATH—
No. 3 .... 10 25
No. 4 .... 11 25

HATCHETS, BARRELLING—
Nos. 50 and 60 .... 15 75

HATCHETS, CLAW—
No. 7 .... 12 25
No. 8 .... 13 00
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz. ...	3 90	7 50
No. 3 per doz. ...	4 00	8 00
No. 4 per doz.	4 10	8 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns		Small and made less 20c	and larger smaller
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	....
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	....
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "X-L" steel . .	0-4	9.60	....
Special-countersunk	**0-4**	**10.10**	**...**

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto
Corrugated, 1/2 in., 100 ft. 13 25
Do., 5/8 in., 100ft. 15 50
Do., 3/4 in., 100 ft. 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)
Potts, polished, per set $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heath's 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only.. 0 32
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. 0 48
Single and Fruit Picking
10 ft. to 16 ft. 0 26
18 ft. to 20 ft. 0.27
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 3 2ft. 0 30
36 to 44 ft. 0 32
Over 44 ft. 0 34
Special quality, 20 to 40 ft. . 0.45
Three section extension 0.45
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz
Short or Long Globe, plain.$12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .. .. 1 35 doz.
3 doz. cases .. .. 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold Blast genuine ruby 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 ... . 2 00
Do., No. 3 ... ... 2 50
Do., No. 4 ... ... 3 75
Barn Door, No. 6 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
Do., style B	21 75
Do., Electric	160 00
Playtime, engine drive ...	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Do., engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home, Water motor	28 00
Whirlpool, water power ...	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	.29 00
Connor, ball-bearing, with rack	22 75
Perfection, engine drive ..	65 00
Do., electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net
Liquid Veneer $16 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 ... ... 2 50
Crank wringing 7 35
Smarts', ... 4 00
No. 11, Janitor 4 70
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

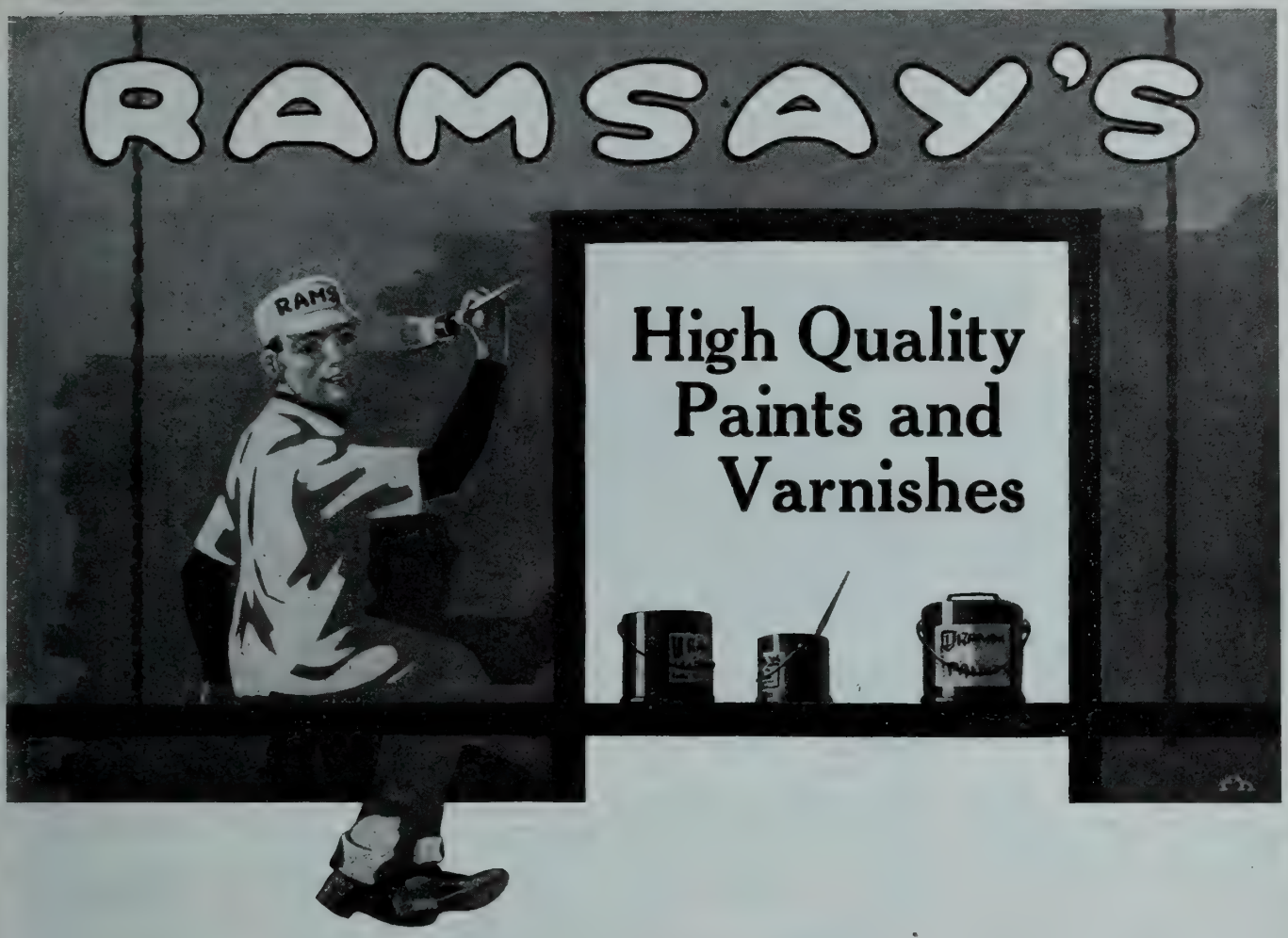
List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch...	$1 50	2¾ inch..	0 30
1⅛ inch...	1 40	3 inch..	0 20
1¼ inch...	1 15	3¼ inch..	0 15
1½ inch...	0 80	3½ inch..	0 10
1¾ inch...	0 75	4 inch..	0 05
2 inch...	0 60	4½ inch..	0 05
2¼ inch...	0 55	5 inch..	base
2½ inch...	0 30	5½ inch..	base
		6 inch..	base

6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.90 base.
Owen Sound or Collingwood, $3.90 base.
F.o.b. Montreal, $3.90 base.
Freight equalized on above points.
Sydney and St. John, $4.05 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.90 base.
Sault Ste. Marie, Port Arthur, Fort William, $4.15 base, f.o.b. factory: no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 75% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.



"The Right Paint to Paint Right"

That Ramsay slogan is entitled to thought and consideration. It is in people's minds; it helps make sales, because it is based on truth that proves itself in service.

It is easy to sell paint to painters who are thoroughly imbued with the idea that the paint you sell is "the right paint to paint right."

They know that Ramsay's is—it is unexcelled for covering, spreading and durability.

"Remember the Agate Family"

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 80 years

Montreal

Toronto, 49 Colborne St.
Edmonton District Distributors
Revillon Wholesale, Ltd., Edmonton

Winnipeg, 123 Bannatyne Ave. E.
Nova Scotia Distributors
James Simmonds, Ltd., Halifax, N.S.

Vancouver, 167 Pender St. W.
Calgary District Distributors:
The McDonald-Baker Co., 818 8th Ave. W., Calgary

NAILS (HORSE)

Size C Brand
Capewell— Per 25-lb.box
No. 5 .... $6 75
No. 6 .... 6 50
No. 7 .... 6 25
No. 8 .... 6 00
No. 9 to 12............. 5 75
Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.
12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.
12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.
12 inch...$4 00 42 inch...$12 00
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch...20 00

¾ inch mesh and 20 ga. wire.
24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.
24 inch..$16 50 36 inch...$24 00
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... . 0 80
2060 ... ... 0 88
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 85
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ....$15 00
Plumbers' 7 00
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 32½
Above prices net.

Gallon
Black oil (summer) 0 23.0
Black oil (winter) 0 24.0
Capital, cylinder 0 75.5
Mach. oil, reg. grades 0 43.5
Imperial gas engine oil ... 0 63.5
Paraffine 0 23.5
List, less 15 per cent. above.
Imperial kerosene, tractor, heavy $1 10
Do., ex. heavy 1 20
List less 10 per cent.
Polarine, per gal, list 1.15
Polarine, medium, list . . . 1.15
Polarine, heavy, list 1.15
Polarine, ex-heavy, list 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil, A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net $0.10.40
Do., tank wagons, net . 0.09.40
Do., tank cars, net 0.08.40
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute $0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch. .	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing ...	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white .		5 50
Do., gray		4 50
Straw sheathing, heavy dry .		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw . . .		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		10 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast
In barrels, 250 lbs., lb. 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19

Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz.....	$7 25	$7 80
6 to 7 lbs., doz.....	8 00	8 50
Rock—		
7 to 8 lbs., doz.....	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

Per case
5 gross, 4-in. (loose) $1 95
4 gross (cartons), 4 in. 2 00
Spring, 2 grs. box 1 50
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22 ,1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain List
2 in., in 10-ft. lengths, list.$18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list.29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in............50/10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $13 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt. 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets . .	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box . .$17 50
20x28xIC,112s, box 18 00
20x28 IX, 112s, box 20 00
20x28 IXX, 56s, box 11 25
20x28 IXXX, 56s, box 12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can 12 00
½-gal. cans 20 00
1-gal. cans 28 00
Net.

Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 84
128-oz., each 2 84

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 .. .. 6 00
No. 80 ... ... 8 00

PUMPS, REDWING
No. 0.....$6 85 No. 4....$12 75
No. 1..... 7 50 No. 5.... 15 25
No. 2..... 8 75 No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 8c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING.

Toronto
Samson, 1 ply, roll ......$ 2 65
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 80

	Mont.	Toronto
Ready, 2 ply roll ...	$1 85	$1 85
Ready, 3 ply roll ...	2 20	2 20
Everlastic, 1 ply ...	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply ...	1 50	1 50
Panamoid, 2 ply ...	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. . 6 00
Everlastic (red or green) mineral surface, sq. 36" wide, . 2 85
Do., 18" wide 3 30
F.o.b. Montreal.

Everlastic Liquid Roofing cement—
Per gal., in bbls... 0 70 0 76
5 and 10 gal. lots, gal. 0 85 0 88
1 gal. cans, gal., doz. 10 50 10 50
Coal Tar (refined), bbl. 10 25 10 50
Coal tar (crude) ... 9 00 9 25

Roofix Roofing Cement—
In bbls., per gal........... 0 60
In ½ bbls., per gal. 0 65
In 5s and 10s 0 70
1 gal. cans, per doz......... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis 0 23
Beaver Manila basis 0 20
New Zealand hemp basis .. 0 20
Double lathe yarn 0 18½
Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.
Single lath yarn basis 0 18
Double lath yarn 0 18½
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, ¾ in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 43
Hemp, tarred bolt rope basis 45
Marline and Houseline 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.
Italian rope prices on application
Cotton, ⅛ in. 0 51
Do., 5-32 in. 0 50
Do., 3-16 in. 0 47
Do., ¼ in. and up 0 45
F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SANDPAPER
B. & A. sandpaper, less 5%
Star sandpaper less 5%
B. & A. emery cloth, plus 25% list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	48 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal. Hamilton.

SCREWS
Discounts off Standard List adopted Aug. 1, 1908
Wood, F.H., bright 82½%
Wood, R.H., bright ....80 %
Wood, O.H., bright ....80 %
Wood, F.H., brass 77½%
Wood, R.H., brass ... .75 %
Wood, O.H., brass ....75 %
Wood, R.R., bronze 72½%
Wood, O. H., bronze ... ..70 %
Square cap ....50 %
Hexagon cap ....50 %
Set Screws ....55 %

SCREWS, IRON BENCH, No. 14
1 in. $11 25
1⅛ in. 13 50
1¼ in. 15 65

SCYTHES Doz.
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPIDERS
Cast, No. 7, $1; No. 8, $1 05; No. 9, $1.15.

C. J. Elderfield is known as one of the foremost hardware men in Western New York.

"We believe the tints will nearly double our Vitralite business this year, as they greatly widen the field for enamel sales,"

says C. J. Elderfield, President Elderfield-Hartshorn Hardware Co., Niagara Falls, N. Y. "We find our customers are educated to Vitralite Quality," writes Mr. Elderfield. "They come in and ask for Vitralite because it is a material they can rely upon."

And thousands of other dealers would tell the same story concerning this largest-selling enamel! Write *now* for details of the special introductory proposition on Vitralite, *the Long-Life Enamel*, in White and tints, and capitalize on the advertising in national magazines which is creating sales for Pratt & Lambert dealers everywhere.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Pratt & Lambert

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright $4 40
Galvanized 5 40

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz.......... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00

Double-pointed tacks, 65-25%.
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival Steel ...	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket ...	7 27
145— 5 ft.	Steel Pocket ..	9 20
175— 5 ft.	Linen Pocket .	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.

12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 28 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%

Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%

Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%

F.O.B. Toronto.
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.

Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans l,ist, plus 15%.

Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 10%.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. ...	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. . .	2.50	2.50	3.00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$8.00.
Bright base, $3.80.
Annealed base, $3.80.
Galvanized base, $4.10.
Barbed wire, $4.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.15; Montreal, $4.15.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 52½% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

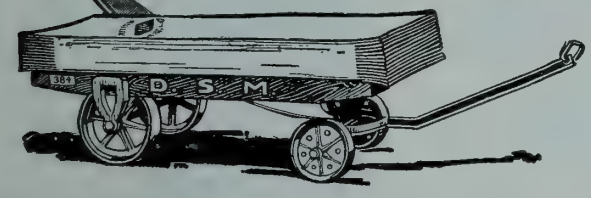
TALK No. 344

QUICK SHIPMENTS

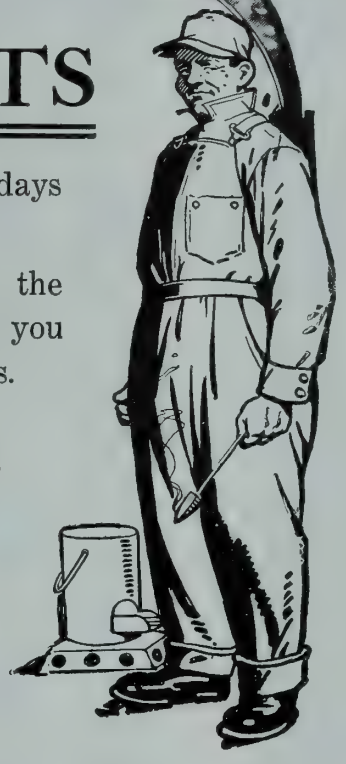
Naturally you're not stocking up heavily these days —why not use our stock?

It's fresh and fine, and very complete. Get the benefit of **to-day's price** by telling your jobber you want **Premier,** made in 1922 in Canada, Sheets.

TINKER TOM.



MADE IN PREMIER CANADA



Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

CARTER'S

For Your Paint Department --

CARTER'S GENUINE DRY RED LEAD

An easy selling and popular line. Made from the best Canadian pig lead, highly oxidized and very finely ground. A good line to recommend. Your paint customers know its quality. It always satisfies.
Write for prices on this and the other Carter products—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

Paints, Oils, Etc.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY) — Per lb.

Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-36
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-06½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING— per gal.

Ad-el-ite, white	$4 00
Ad-el-ite, tints	3 75

COLORS IN OIL, PURE — 1 lb. tins

Venetian red	0 27
Indian red	0 30
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 35
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall white enamel	$ 7,43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Floglaze	4 50
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford "All Around, List prices,
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS LIST	Star or Double	
Case lots.	16 oz. or 24 oz.	
Up to 25	$ 5 50	$ 9 05
26 to 40	6 95	11 40
41 to 50	7 65	12 55
51 to 60	7 95	13 05
61 to 70	8 35	13 65
71 to 80	8 80	14 40
81 to 84	10 30	17 70
85 to 90	10 85	18 55
96 to 100		22 60
91 to 95		20 80

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.
GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Maple Leaf, pure		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 9 75

F.o.b. Montreal.
Lead (red in oil)
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE	
Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White, No. 328	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	
1s (case 12 gals.)	8 50	9 50
H.. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade	3 00	3 50
Water white	4 75	5 25
Water white	7 00	9 50

SHELLAC	Pure White. Per Gal.	Pure. Orange. Per Gal.
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto. London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C.P.C. Sun Varnish	4 30
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	4 89
Do., No. 2	4 43
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 7.
Luxeberry granite	4 .
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	4 .
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar.	4 90
Dougall Transparent, floor.	4 40
Copalite	4 0.
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS (per 100-lbs.)		
Frescota	$7 50	8 50
5-lb. pkgs.	White.	Colors.
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar	0 40	
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

Hygienis Kalsomine.	per 100 lbs. White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX	
B.-H. Wax	$0 46
Berry Bros.	0 70
Imperial Floor Wax	0 85
Anchor	0 38
O.P.W. Lion Brand	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	8 80 9 90
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 45
Champion white	0 50
Ad-el-ite paste	0 45

F.o.b. Montreal, Toronto.

WHITING	
Gilders, bolted, in bbls.	3 50
WOOD ALCOHOL	Per gal
In five gallons	$1 75
Methylated Spirits	1.90-2.35

F.o.b. Montreal, Toronto, London

TRADE MARK
LACQUERET
HOUSEHOLD LACQUER

VARNISH STAIN

It Sells, Satisfies and Pays The Dealer a Handsome Profit

Lacqueret is a household lacquer designed to beautify and preserve old, marred or scratched furniture, dingy wood work, dirt stained floors and the hundred and one odds and ends around the home.

Composed of soluble, permanent colors, combined with a special elastic, hard drying floor varnish Lacqueret will not cloud or disfigure the natural grain of the wood. It possesses exquisite color richness and retains its beauty for an exceedingly long time.

Lacqueret is put up in cans with an eye-catching label that gets attention quickly and makes displays resultful. It is one of our most powerful sale producers.

In addition to Lacqueret, International Varnish specialties include a varnish, paint, stain or enamel for any and every requirement.

May we send you price list and full particulars on our complete line of Elastica products.

"Save the surface and you save all" *Paint & Varnish*

Made In Canada By

INTERNATIONAL VARNISH CO. LIMITED.

Montreal Winnipeg, TORONTO Halifax, Vancouver

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	...	.....	125 50
30/30	...	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	....	.....	121 50
32 Special	....	.....	144 50
32 Rem. Rim	......	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	......	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on **Winchester** and Savage Ammunition, 47½%; U. M. C. 47½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over. 26c.

Farriers' Clip **Horn, 27c a lb.**

Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.

Irwin ....15% on list.

Common ......30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, BENCH

No. 2 .... $ 20 52
No. 3 .... 23 10
No. 4 .... 25 14
No. 5 .... 27 70
No. 6 .... 30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide. $5.00 base. Rounds over 2¾ in. to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel. $5.50; spring steel, $5.75; machinery steel. $8.

BARS, CROW. $9 per 100 lbs.

BELT LACING

In sides, tanned. $2.50 per lb; cut. $3.00 per lb.; rawhide, sides $2.50; cut, $3.00.

Blue stone (Vitriol). 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15-10-10-10% off list.

Stndrd, 15-10-10% off list.

Extra, 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $10 00

BOLTS

Cariage, 3-8 in. and smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in. 0 36
3 x 3 in. 0 37
3½ x 3½ 0 38
4 x 4 in. 0 50
4½ x 4½ 0 75
5 x 5 in. 1 30

Wrought Steei—

No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll

16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15 40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., 13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0. $2.30; No. 1, $3.15; No. 2. $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—

Big Ben $3 85
Baby Ben 3 85
America 1 80
Sleepmeter 2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g. $4 40
100 foot, 19 g. 7 25
150 foot, 19 g. 10 50

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

8, 9, 10 per lb. 0 58

DRILLS

See Eastern List.

Bit stock discount 40%
Blacksmiths' ½ inch shank 35%
Straight shank 35%
Do., wire 25%
Taper shank 25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 35%

FITTINGS—Malleable

Class A 55%
Class B and C, off new list. 65%
Bushings 20%
Unions "Dart"—
¼ to 2-in., 18% and 25% off.
⅛, 2½, 3½, 4", 5 and 25% off.
Nipples, 4 in., and under ... 45%

FRY PANS Each

Cast Iron, No. 8 ...... $1 05
No. 9 .... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GIOBES, LANTERN Doz.

Cold Blast 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No 3 .... 1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb. $20 20
No. 1, 1¼ lbs. 19 05
No. 1½, 1 lb. 18 95
No. 2, 13 oz. 18 50
No. 22, 1¼ lbs. 15 00
No. 21, 1 lb. 13 65

Ball Face Doz.

No. 61, 1¼ lbs. 19 05
No. 61½, 1 lb. 18 95
No. 62, 13 oz. 18 50
No. 65, 1¼ lbs. 15 00
No. 64, 1 lb. 13 65

HAMMERS, MACHINISTS'

No. 30 up to and including
No. 1 .... 13 85
No. 1½ 16 15
No. 2 .... 18 50
No. 2¼ 20 20

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in.,$2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand rilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply 9.50
⅝ in. x 3 ply 11.00
¾ in. x 3 ply 13.00

IRON GALVANIZED

Premier: Apollo and "Fluer de Lis"

10¾ oz. or 28 Eng. 8 20
28 Am. or 26 Eng. 7 80
26 Am. 26 Eng. 7 20
24 .... 7 05
22 .... 7 05
18 and 20 .... 6 90
16 .... 6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 10
Mrs. Potts', No. 50, set 2 20

Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17 50
Lightning 17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32¾c.

LANTERNS

Cold Blast
No. 2 Japaned 13 50
No. 2 Coppered 16.25
No. 2 Plain 12 75
Short Globe, doz. 12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 40
104	2 05
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06

LEAD WASTE, $12.96

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1. ....$16 00
O-Cedar, No. 3 .... 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William, $4.20 base; Winnipeg, $4.80. Cut f.o.b. Winnipeg, $6.50.

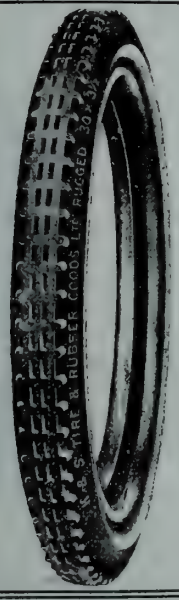
NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



Highest Guaranteed Mileage in the World

K & S

The Heavy Ribbed Tread is similar to the highest priced imported Cord Tires. It acts like a Cord Tire and looks like one. Costs the same as any plain tire, but gives miles more service.

The Rugged Tread is a sturdy, non-skid of remarkable wearing qualities for truck and commercial purposes.

The Cross Country Tread is designed to give the motorist hitherto unsuspected service, and to add to the beauty of his car.

The Supreme Cord is the final achievement of tire supremacy. "Made of mileage."

"Ashdown's" offers you every convenience possible toward successful merchandising. Our chain of warehouses from Winnipeg to the Rocky Mountains is close to your hand. You have this swift, sure service available without need to wait for slow, uncertain service from distant points.

We carry complete stocks of the most reliable and salable hardware made. Our organization has set the pace in efficiency and service for over half a century; it is especially equipped to serve you effectively.

Look for the Diamond "A" trade mark. It's your guarantee of better quality, service, and sales.

The J. H. Ashdown Hardware Co., Limited
CALGARY WINNIPEG SASKATOON

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, D RIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQU ARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND G ALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE W HOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON *WE* HAVE IT

The MANITOBA STEEL & IRON COMPANY

WINNIPEG, MANITOBA LIMITED

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS
Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM
Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS— Gallon
Kerosene 0 23½
Gasoline 0 35½
White Rose gasoline 0 38½
En-ar-co Motor Oil, med. and heavy 1 10
Do., ext. heavy 1 10
Black (summer) 0 32
Black (winter) 0 33
Imperial kerosene tractor . 1 10
Capital cylinder 0 82½
Castor machine 0 50½
Imperial gas engine 0 70½
Discount 10%.
Polarine 1 25
Polarine A 1 25
Polarine heavy 1 25
Gargoyle Mobile A 1 70½
Gargoyle Mobile B 1 80½
Gargoyle Mobile BB 1 80½
Gargoyle Mobile E and Arctic 1 55½
Fuel oil 0 14
Discount 25%.
Wm. Penn Motor, medium 1 25
Do., heavy 1 25
French C, medium 1 00
French A, heavy 1 00
Transmission, No. 1 .... 1 00
Steam Cylinder, No. 650C. 1 00
Volunteer, reg. gas engine 0 65
Century Caster Machine ... 0 52
Melrose Harvester machine.. 0 70
25% and 10%.

PAINTS, PREPARED
See weekly report.
(1 gallon can basis)
Stephens' white 4 10
Stephens' colors 3 75
Stephens' floor 3 70
Silkstone white 3 60
Silkstone colors 3 50
Stephens' barn 2 15
Stephens' barn, extra color 2 35
Lion white 4 10
Lion colors 3 75
H. D. floor 3 70
Velvetone white 3 60
Velvetone tints 3 50
Ramsay's white 3 95
Do., colors 3 60
Dultone, white 3 60
Do., colors 3 50
Martin-Senour, white 4 10
Senour's floor 3 70
M.S. Neutone, white 3 60
M.S. Neutone, colors 3 50
M.S. Red Schoolhouse 2 40
M.S. Standard Barn 2 15

PAPER, BUILDING
Dry Fibre, No. 1 ... .$1 30
Sunrise 0 75
Anchor, tarred 1 20
O.K. tarred 1 20
Tarred Felt. 5 85

PICKS, CLAY
5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT
Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS
Per barrel 6 75- 7 50

PLATES, CANADA
18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.
No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY
100-lb. irons $5 00
20-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS
Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE
British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.
Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.
Lath yarn, 19½c.
Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 75/5%; flat head, 77½/5%; oval head, 75/5%; round head, brass, 70/5%; flat head, brass, 75%; coach, 45 per cent.
Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES— Doz.
Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'
No. 87, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK
10 gauge 6 70
12 gauge 5 70
14 gauge 5 80
16 gauge 5 90
18-20 gauge 6 30
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 65

STANDS Each
Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.
Grand Rapids, nickeled $109 00
Household, japanned 97 00

SWEEPERS, TOYS, BISSELL'S
Little Daisy, per dozen ... 3 00
Little Queen per doz. ... 4 50
Little Jewel 14 00
F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $4.45, Fort William; $5.05, Winnipeg.

STEEL
Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow.

TIN AND TERNE PLATE—
20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 33 I.C. box 26 25
20 x 33 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H & N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 95
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
See weekly report

TWINE (WRAPPING) Lb.
Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Cotton, 4-ply, cones 0 48
Cotton, 4-ply balls 0 32

VARNISHES—
Stephens' Luminette, gal. ... 3 75
Stephens' Exalite, gal. 4 25
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—
Scotch Grey Granitewear
Colonial Imperial Pearl, 30 and 2½% off.
Premier Canada Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list, plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain, 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms, list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.
Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50%.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—
Cream, polishing 0 22
WHITE
XXX Extra 0 18½
XX Grand 0 17½
XLCR 0 16½
X Empire 0 15
X Press 0 14½
COLORED
Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular J 0 11
Keen 0 09½

WEIGHTS, SASH Per 100 lbs
Sectional $7 50
Solid 7 00

WELL WHEELS Doz.
Cast, covered, 8 in....... $11 00
Cast, plain, 10 in. 16 00
12 in. 18 25
14 in. 24 00

WHEELBARROWS Each
U. S. .... $ 6 00
General purpose 7 90
Stone 18 75
Navvy, doz. 105 00

WIRE—BARB—
Lyman, 4-point, $4.25, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.
Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $6.50 Winnipeg, $5.95; Ft. William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT
Agricultural—
6-inch 5 00
8-inch 6 00
10-inch 7 00
12-inch 9 00
15-inch 12 00
Perfect Handle—
6 inch 15 00
8 inch 17 50
10 inch ....
12 inch ....
15 inch ....
18 inch ....

WRENCHES—PIPE
Trimo—45 per cent. off list.
Stillson—30% off list.

Always Ready	Black. (Dozen)	N. P. (Dozen)
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.
Regent $69 00
New Era 76 50
Universal 49 50

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Northland Ski Manufacturing Co.
23 Merriam Park St. Paul, Minn.

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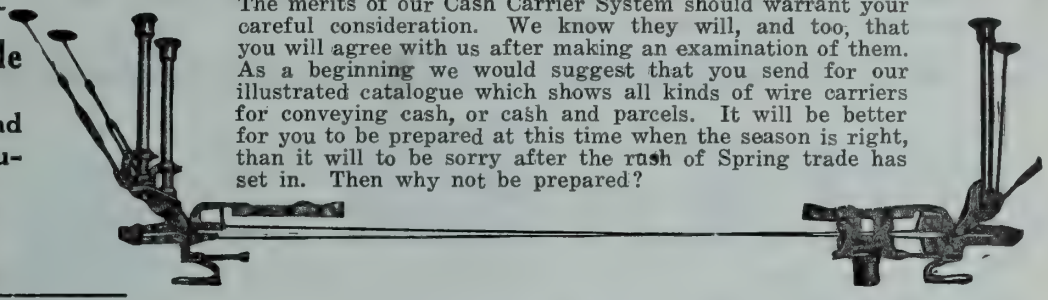
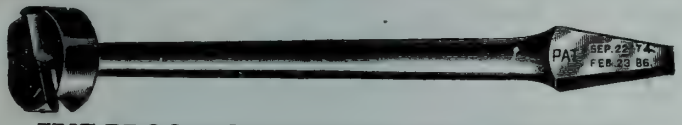
All kinds of Wire Cash and Parcel Carriers and Pneumatic Tubes.
Gipe-Hazard Store Service Co., Limited
113 SUMACH ST., TORONTO, ONT.



The merits of our Cash Carrier System should warrant your careful consideration. We know they will, and too, that you will agree with us after making an examination of them. As a beginning we would suggest that you send for our illustrated catalogue which shows all kinds of wire carriers for conveying cash, or cash and parcels. It will be better for you to be prepared at this time when the season is right, than it will to be sorry after the rush of Spring trade has set in. Then why not be prepared?



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Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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Canada Metal Co., Toronto.
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The National Farming Machinery, Ltd., Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
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Wilkinson & Kompass, Hamilton.

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Canadian Veneering Co., Montreal, Que.

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An Old Friend in a New Attractive Box

With Stand

Auto Cleaning Brush
Meakins Catalogue Page 77

Flexible Auto Spoke Brush
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We are showing a few suggestions here, just to remind our friends in the trade of the wide scope covered by Meakins Brushes.

Remember such items as card and sign writers', artists' and decorators' fine brushes; brushes for stippling and striping; the various brushes for household use, sanitary, bottle and goblet, furnace brushes and many others.

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CURTAIN RODS
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Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

9,914,000 Families

Viko Aluminum Is Now Nationally Advertised

The tremendous selling influence of national advertising has been placed behind VIKO, The Popular Aluminum.

Starting with the January and February issues of national magazines reaching city, town and farm, millions of sales messages on Viko cooking utensils will be directed at the big market for this popular-priced, high-grade aluminum ware.

This advertising blankets the homes of America. It reaches the worthwhile families of your community and the surrounding territory from which you draw your trade. It will help increase the profits of every Viko dealer.

These are the publications being used in this big advertising and sales drive:

The Saturday Evening Post	2,250,000
Good Housekeeping	600,000
McCall's Magazine	1,500,000
Christian Herald	264,000
People's Home Journal	800,000
Woman's World	1,000,000
Farmer's Wife	700,000
Farm & Fireside	800,000
Farm Journal	1,000,000
Successful Farming	850,000
Iowa Homestead	150,000
Total Circulation	9,914,000 Families

A complete line of advertising helps will be furnished to every Viko dealer to enable him to connect his store directly with this powerful sales campaign. Send for yours now.

VIKO, The Popular Aluminum, is sturdily constructed from thick sheet aluminum, 99% pure. It is durable, finely designed and is beautifully finished. The Viko line is complete—it comprises utensils for every cooking requirement. Viko prices are unusually low.

Put the Viko line in your store. Profit from its big appeal of quality at low price. Connect your store with the national advertising campaign. For full information—

Ask Your Jobber

ALUMINUM GOODS MANUFACTURING COMPANY
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.

Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jno. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FOOD CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto.

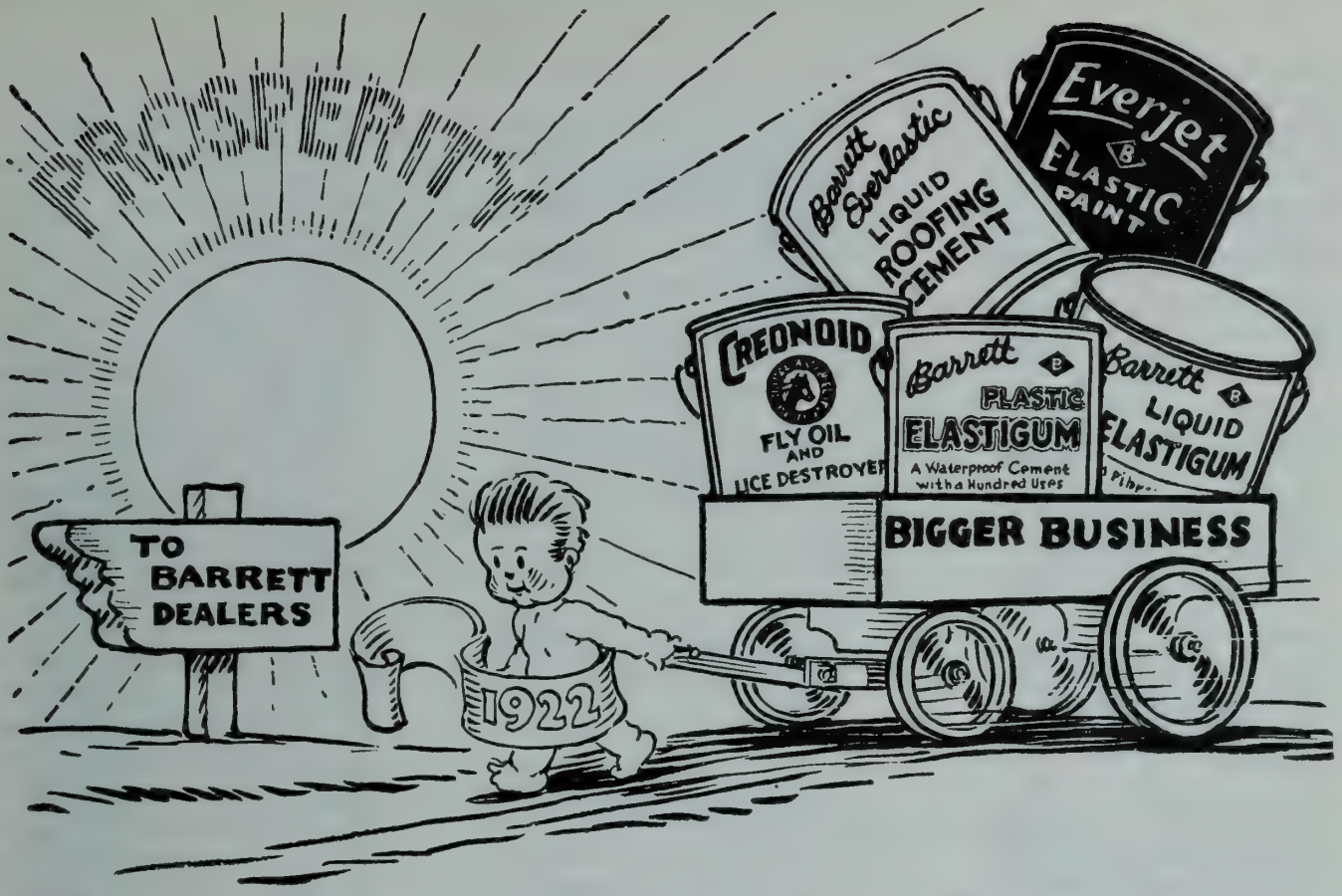
GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.



Now is the time to stock up with these easy-moving Barrett Specialties!

START the Spring season right. Place your orders now so you'll be all ready when spring buying begins. If you haven't our latest Price List, a copy will be mailed on request.

These famous Barrett products are known all over the Dominion for their high quality and great economy. For years they have been the fastest-selling specialties on the market.

This year we shall continue our aggressive advertising in leading farm publications and newspapers. The already big demand will be bigger still.

These products will make money and build business for you, because they will save time and money for your customers. You can sell them with absolute confidence. They're made by Canada's oldest and largest manufacturer of roofings and industrial specialties.

For Roof Repairs

Plastic Elastigum Patching Cement. Has no equal for patching holes in all kinds of roofs, repairing leaky flashings, gutters, etc. Known as "The Plastic Cement of a Thousand Uses." Invaluable for general repair and waterproofing work. Sticks fast to either wet or dry surface. Easy to apply. Comes ready for use.

Liquid Elastigum. For coating all kinds of roofs. Gives new life to prepared and "rubber" roofings; protects metal roofing from rust and corrosion. A big money saver. An occasional coating adds years of service. Comes all ready to apply.

Everlastic Liquid Roofing Cement. Makes old prepared and "rubber" roofing almost as good as new. Seals up the small holes and gives a long-wearing new surface. Everlastic Roofing Cement has about the consistency of thick molasses—it is *not* a roof paint. Comes all ready for use. Dries quickly into a smooth jet black surface.

Protective Paint

Everjet Elastic Carbon Paint. A high quality, inexpensive protective paint for all exposed metal and wood surfaces. Just the thing for farm implements. Waterproof, acid-proof, weatherproof. Wears stubbornly under all conditions.

Fly-Oil and Cow Spray

Creonoid. An effective, economical fly-oil, lice-destroyer and cow spray. A big favorite with Canadian farmers and dairymen because it is safe and easy to use, and gives unfailing results.

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton. Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Whites, Limited, Collingwood, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont

LAMP BLACK
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The National Farming Machinery, Ltd., Montmagny, Que.
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwel-Hoxie Wire Fence Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B. S. A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Dosa Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
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Henry Disston & Sons, Limited, Toronto.

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La Manufacture de Scies de Levis, Levis, Que.
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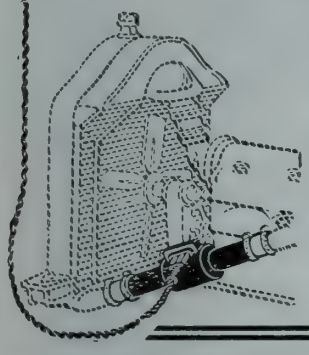

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Smith & Hemenway Co., Inc. Irvington, N. J.

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Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

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Thos. Ellis & Co., Ltd., Sheffield, Eng.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Wire & Iron Goods Co., Hamilton.

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The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
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The Kasement Skrene Dore Co., Toronto.
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Edward E. Johnson Inc., St. Paul, Minn.

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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Landers, Frary & Clark, New Britain, Conn.

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American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Pedlar People, Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
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SHOW CASES
Cameron & Co., Toronto.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Richardson & Bureau, Montreal, Que.
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Pedlar People, Ltd., Oshawa, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

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Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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The Northland Ski Mfg. Co., St. Paul, Minn.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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The Chicago Solder Co., Chicago, Ill.

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The Sheet Metal Products Co. of Canada, Limited. Toronto.
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TINWARE
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The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

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North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

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TRAPS, BRASS, IRON, LEAD
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United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
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The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
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Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

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Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
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Stanley Works, New Britain, Conn.

TRIMMERS

Smith & Egge Mfg. Co., Bridgeport, Conn.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

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Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

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Consumers' Cordage Co., Montreal and Halifax.
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United Brass Founders & Engineers, Limited, Manchester, Eng.

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Boston Varnish Co., Everett Station, Boston.
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Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto
International Varnish Co., Ltd., Montreal.
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McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

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The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER

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The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEATHERSTRIP
The Frost King Weather Strip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE

J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WICKS, STOVE
The Happy Thought Foundry Co., Ltd., Brantford

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

WIRE BALE TIES
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS

Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Graham Nail Works, Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire & Iron Works Co., Ltd., London, Ont.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.
J. H. Connor & Son, Limited, Ottawa, Ont

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
Whites, Limited, Collingwood, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

THOROUGHLY EXPERIENCED HARDWARE man open for engagement as salesman for manufacturer or wholesale firm calling on the hardware trade. Box 315, Hardware and Metal.

HARDWARE CLERK, TWELVE YEARS' EXperience in well known Toronto stores open for position. Wages $20.00. Box 129 Hardware and Metal.

FOR SALE

STOVE REPAIRS, FIRE BRICKS, IRON Linings, Waterfronts for Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, Garlands, New Empress, Pearl Champion, Silver Kings, Climax, Colonials, Pen Esthers, Ideals, Princes, Crown Treasure, Nelsons, Laurels, and all makes of stoves. Write for list and prices. Grundy Bros., Strathroy, Ont.

FOR SALE — HARDWARE BUSINESS IN live Western Ontario town. About fifty-five hundred stock. Apply to Box 173, Hardware and Metal.

TRAVELLERS WANTED

TRAVELLING SALESMAN FOR ONTARIO and Quebec, wanted by well-known hardware manufacturer. Must be experienced. Apply, stating age, experience and salary to Box, 314, Hardware and Metal.

Have you any small needs?

Do you want to sell anything?

If so advertise in this paper and watch Results.

HELP WANTED

BOOKKEEPER WANTED — RETAIL HARDware, northern town; must be A1 and hardware experience preferred. Monthly trial balances. Correspondence and banking. Must be good typist. Do not apply unless experienced. Duties to commence February or March. State age, salary expected, references. Apply Box 171, Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

WANTED

WOULD PURCHASE THRIVING HARDWARE business in progressive Ontario town, stock must be clean and in A1 condition. Give full particulars to Box 316, Hardware and Metal.

WANTED TO BUY, MEDIUM HARDWARE store in Eastern Township; give details possible in first letter. Box 217, Hardware and Metal.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

---

For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit. Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG., CO.

Chester, Conn., U. S. A.

"Monarch" & "Safe-Locking" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and sell exclusively to the Hardware Trade. Write for Agency.

Owen Sound Wire Fence Co., Ltd.

OWEN SOUND, ONT.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc Paddles and Oars.

Peterborough Canoe Company Limited

256 Water Street Peterborough, Canada.

Curtain Rods, Household Fixtures, Bathroom Fittings.

Newell Mfg. Co. Ltd., Prescott, Ont.

Quick Results

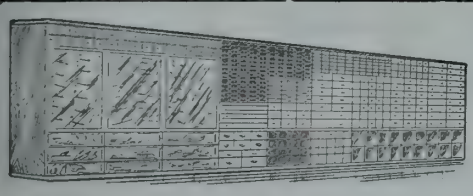
If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.



Cameron Store Equipment

Our Specialty

Cameron & Company

74 Logan Ave. Toronto

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NEW IMPROVED

CARPENTER'S & WOODWORKER'S TOOLS

WITH LEVEL-NO. 65L. WITHOUT LEVEL-NO. 65

LUFKIN

"Universal"

Try & Mitre Squares

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combine in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

How You Can Double Your Sweeper Profits in 1922

By acting in concert with these factors which are working for you--

New Price List Bissell Sweepers

Carpet Sweepers.	Per Doz.	Retail Eastern Provinces.	Retail Western Provinces*
"American Queen"	$60.00	$ 7.50	$ 7.75
"Champion" Jap.	45.00	...	
"Grand Rapids" Nic.	55.00	7.00	7.25
"Grand Rapids" Jap.	50.00	6.25	6.50
"Grand" Nic.	74.00	9.25	9.50
"Grand" Jap.	68.00	8.50	8.75
"Parlor Queen"	62.00	7.75	8.00
"Princess"	57.00	7.25	7.50
"Standard" Jap.	46.00	...	
"Universal" Nic.	53.00	6.75	7.00
"Universal" Jap.	48.00	6.00	6.25
Vacuum Sweepers.			
"Grand Rapids" V. S.	106.00	13.25	13.75
"Household" V. S.	94.00	11.75	12.25

*Western Provinces in which the higher prices prevail owing to freight: Man. (excepting the City of Winnipeg), Alta., Sask., B.C.

New prices on Bissell sweepers (more than ever the most economical work-saver—costs only 50 or 60 cents a year on conservative basis of ten years' service).

Each sweeper now in an attractive, convenient to handle and deliver carton.

Replacements mean many sales (about one-tenth of the millions of Bissell sweepers now in use are replaced annually).

The carpet sweeper as needful and as much desired as ever for everyday use—recognize this.

A great home building wave is full upon us and growing (this means home equipment needed).

Business conditions improving steadily—have a reasonable optimism. The return to normal buying habits bodes well for Bissell's (an obvious fact).

The better living standard now established in thousands of homes means a larger potential market—realize on it

With all these opportunities can you doubt that greater profits through increased sales will accrue to you who go after it?

Our sales material, consisting of fine cards, circulars, co-operative cuts, lantern slides, etc., plus our continuous magazine publicity, and a name that is an honored household word will help you.

BISSELL CARPET SWEEPER CO.

of Canada, Limited, Niagara Falls, Ont. (Factory) and Grand Rapids, Mich.

Oldest and Largest Sweeper Makers.

where computing
scales are concerned—

If it's a DAYTON it's right

MADE IN CANADA

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-Pres. and General Manager, HEAD OFFICE and FACTORY: 300 Campbell Ave., Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Newfoundland.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Published Every Saturday Since 1888

Hardware and Metal

Vol. XXXIV. No. 6 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | February 11, 1922

Hillcrest Paint Products

—*Pearcy's*

HILLCREST PAINT

We offer this paint to the trade in the belief that no better mixed paint can possibly be made. It is manufactured by our company in our factory of the best material that can be procured. The label is an attractive one showing up well in window displays. The price is right.

HILLCREST
A GUARANTEE OF QUALITY

See our Exhibit at the Hamilton Convention

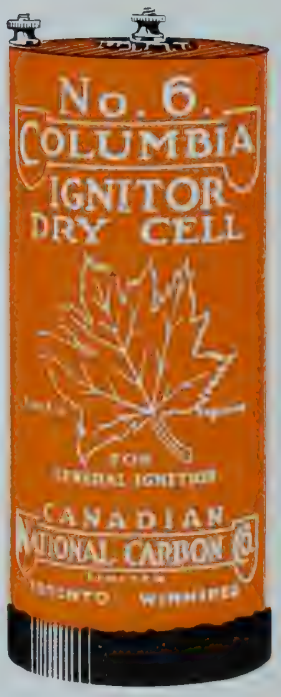
HILLCREST
A GUARANTEE OF QUALITY

Sanderson Pearcy & Co
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

1922 The Banner Year For Columbia

COLUMBIA dealers should prepare for the largest sales of Columbia Dry Cells they have ever enjoyed. The prestige of the Columbia line is in itself an assurance of a steadily increasing sale—but the advertising and sales plans which will be put into effect by the Company this year will make Columbia Sales increase faster and to a greater volume than ever before.

The dealer who stocks and pushes Columbia Dry Cells has the advantage of his competitor. Columbia Dry Cells have an enviable reputation for quality and long life—a reputation built up through years of testing by a critical public.



Columbia advertising is nation-wide. It reaches into the hamlets and villages as well as into the towns and cities where many thousands of Dry Cells are used.

Not only will newspaper, magazine, and farm paper advertisements be used to create public demand but the dealer will be plentifully supplied with striking window and store displays.

If you are not already a Columbia dealer, ask our representatives or your jobber's salesman about Columbia Dry Cells. It will pay you in handsome profits.

CANADIAN NATIONAL CARBON CO.
LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

Columbia
Dry Batteries
—they last longer

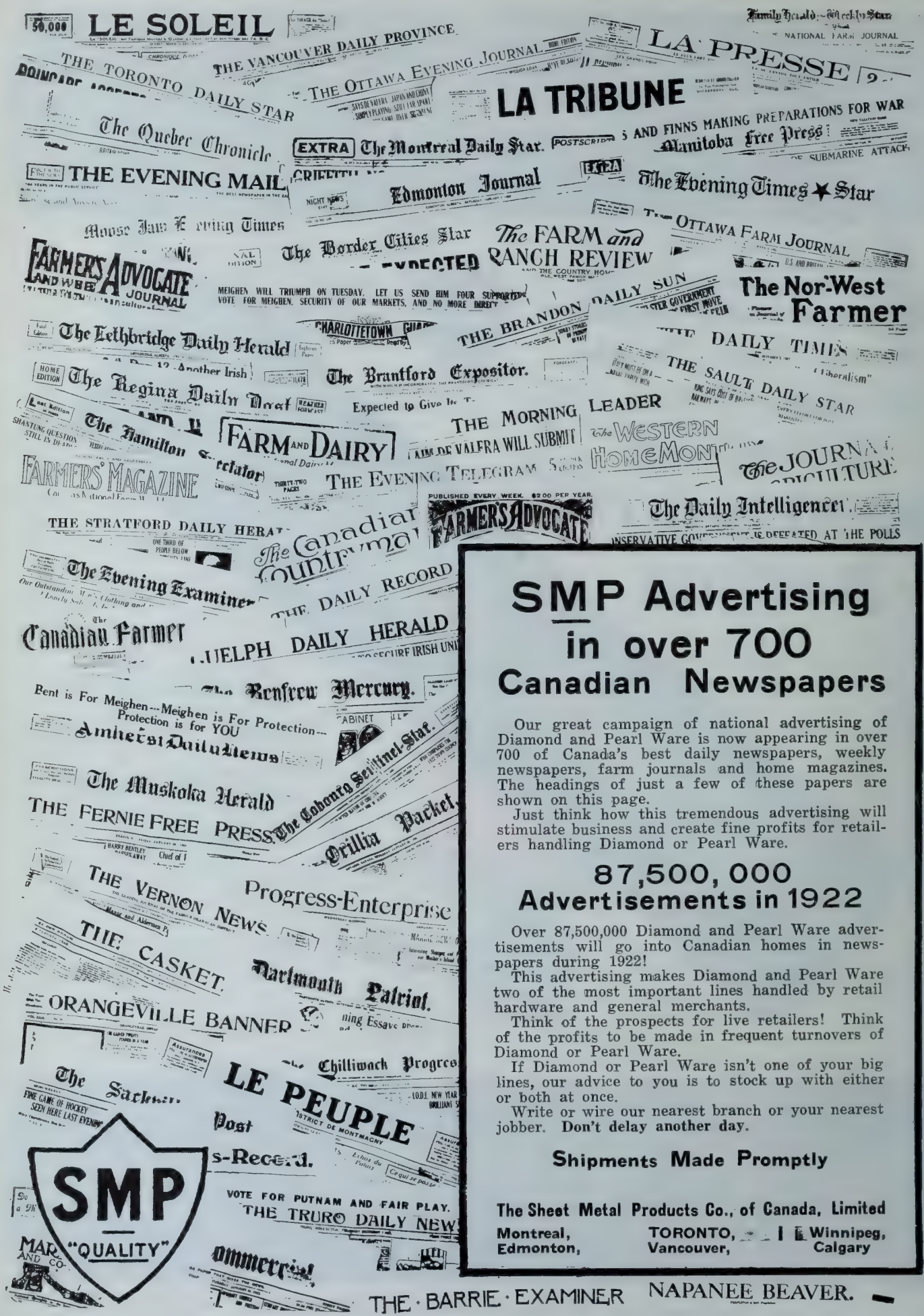
CT 2

—now that Construction looms large on the horizon

Think of HOWLAND'S Roofings

They meet every requirement of Price and Service

If interested tear out this page and place with letters to be answered.



SMP Advertising in over 700 Canadian Newspapers

Our great campaign of national advertising of Diamond and Pearl Ware is now appearing in over 700 of Canada's best daily newspapers, weekly newspapers, farm journals and home magazines. The headings of just a few of these papers are shown on this page.

Just think how this tremendous advertising will stimulate business and create fine profits for retailers handling Diamond or Pearl Ware.

87,500,000 Advertisements in 1922

Over 87,500,000 Diamond and Pearl Ware advertisements will go into Canadian homes in newspapers during 1922!

This advertising makes Diamond and Pearl Ware two of the most important lines handled by retail hardware and general merchants.

Think of the prospects for live retailers! Think of the profits to be made in frequent turnovers of Diamond or Pearl Ware.

If Diamond or Pearl Ware isn't one of your big lines, our advice to you is to stock up with either or both at once.

Write or wire our nearest branch or your nearest jobber. **Don't delay another day.**

Shipments Made Promptly

The Sheet Metal Products Co., of Canada, Limited

Montreal, TORONTO, Winnipeg,
Edmonton, Vancouver, Calgary

SMP
"QUALITY"

If interested tear out this page and place with letters to be answered.

Simplified
Selling comes
to your Store
with the

UNIVERSAL

Garage Door Sets

Turn to your shelf and take down this neatly packed box. Open it and show the customer this handsome set, complete, even to the screws: 3—Pair 8-inch Extra Heavy Tee Hinges. 1—No. 1056 x 6-inch Wrought Steel Chain Bolt. 1—No. 1056 x 6-inch Wrought Steel Foot Bolt. 1—No. 1240 Wrought Steel Door Latch. It weighs 10 lbs. and is packed 6 sets to a case. Isn't that a simpler sale than "doing a Marathon" around the store to gather up these parts?

Canada Steel Goods Company
Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Warm Air Furnaces

Kelsey Warm Air Generator

Canadian Air Warmer

Chinook Furnace

Tropic Furnace

Emperor Wood Furnace

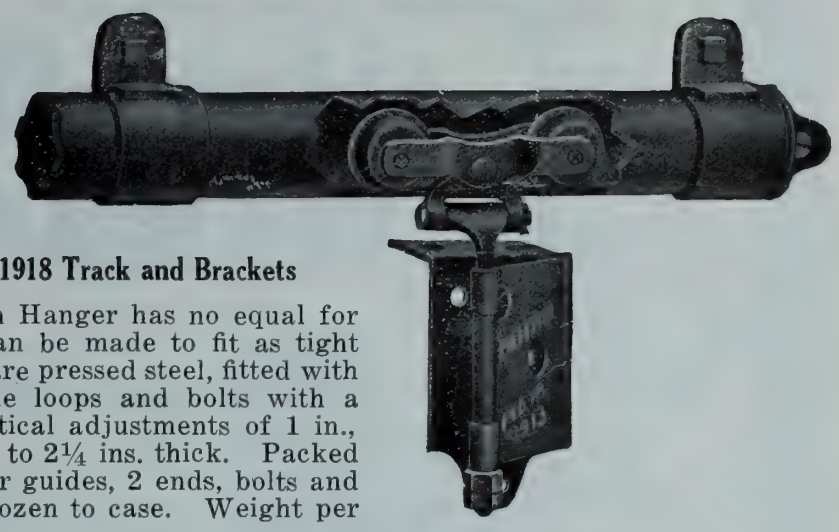
Known Wherever Feet Get Cold

Smart's Range of Furnaces is the Largest in the World

SHIPPING FROM STOCK

Smart's Brockville Furnaces Limited

Brockville, Canada

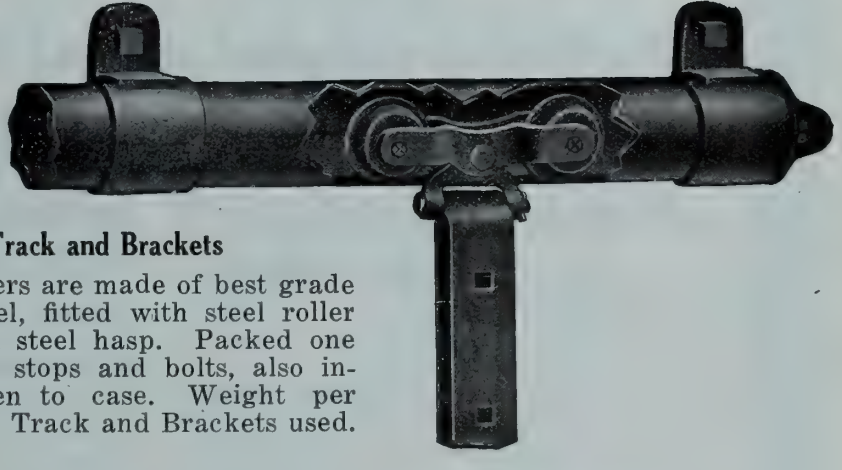


No. 1918 Flush Hanger With No. 1918 Track and Brackets

No. 1918 Round Trolley Flush Hanger has no equal for erecting storm-proof doors, can be made to fit as tight as any hinged door. Wheels are pressed steel, fitted with steel roller-bearings, malleable loops and bolts with a steel, hinged apron. Has vertical adjustments of 1 in., and adjustable for doors, 1 in. to 2¼ ins. thick. Packed one pair in carton, with 2 door guides, 2 ends, bolts and direction sheet. Packed ½ dozen to case. Weight per dozen pairs, 176 lbs.

No. 1918 Round Trolley Track is self-draining, no grooves to hold dirt or water. Made of high carbon steel supplied in 3-ft. lengths only. Packed in 48-ft. and 60-ft. crates.

No. 1918 Brackets are made of 12-gauge steel, exactly same shape as Track, which assures a true fit. Weight, per dozen, 12 pounds.



No. 1917 Hanger With No. 1918 Track and Brackets

No. 1917 Round Trolley Hangers are made of best grade steel; wheels are pressed steel, fitted with steel roller bearings, malleable loops and steel hasp. Packed one pair in carton, with two end stops and bolts, also instructions. Half or one dozen to case. Weight per dozen pairs, 80 lbs. No. 1918 Track and Brackets used.

N. Slater Company, Limited

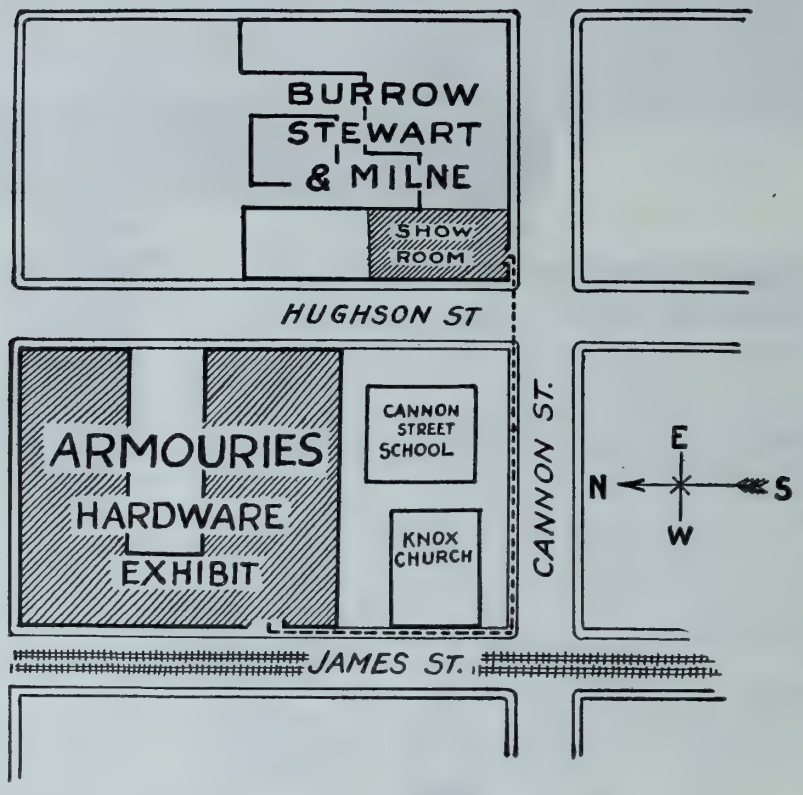
Hamilton, Ont.

Representatives :

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto
H. E. Bull, Montreal, Quebec
A. T. Chambers, Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

Follow the Line to Our Show Rooms



You Are Invited Around The Corner

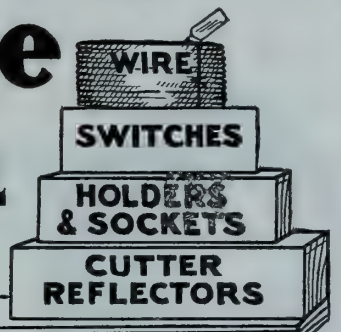
THE Convention of Hardwaremen at Hamilton is held in the Armouries at James St. N. Right around the corner, as indicated by the line on the map, you will find one of the most interesting Range, Stove and Furnace exhibits in Canada.

We urge every hardwareman who attends the Convention at Hamilton, February 15th to 18th, to see this exhibit of Furnaces, Stoves and Ranges. You will enjoy seeing these and our organization will cheerfully supply any information that you desire, to make your visit more interesting and profitable.

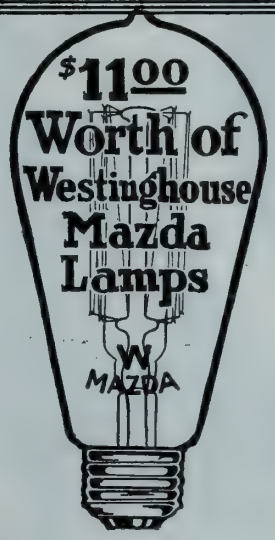
The Burrow, Stewart & Milne Co., Limited
HAMILTON, ONT.

If interested tear out this page and place with letters to be answered.

A Reliable Fulcrum



When selling
WESTINGHOUSE MAZDA LAMPS
don't let up or you
will lose the additional
sales that go with
the lamps



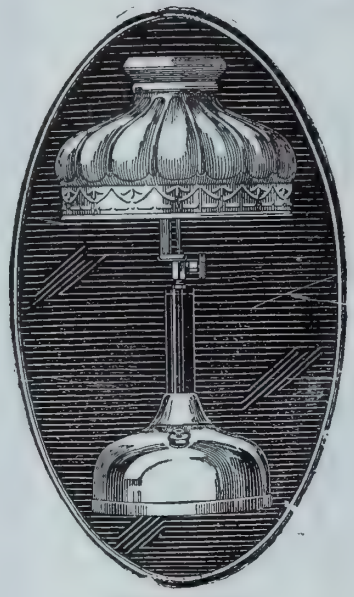
Made In Canada

Canadian Westinghouse Co., Limited
Hamilton, Ont.

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—285 Beaver Hall Hill
FT. WILLIAM—Cuthbertson Block
VANCOUVER—Bank of Nova Scotia Bldg.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.

Westinghouse Mazda Lamps

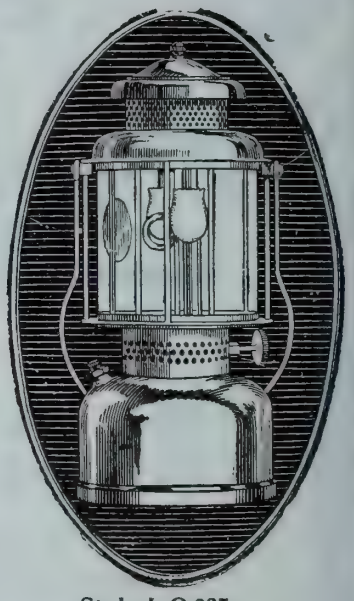
Coleman Quick-Lite
Lamps and Lanterns
Made in Canada



Style L Q 329

"It's the Light they Give that Sells 'Em"

See Our Full Line at the Hardware Convention, Hamilton, Feb. 14th-17th.
SAME CORNER BOOTH 2.



Style L Q 327

Splendid Profit; Easy Sales!

EVERYWHERE—throughout the broad expanse of the Dominion, merchants are fully alive to the importance of dependable light for farm and home use. Coleman Quick-Lites are fast sellers because people want 300 candle power brilliance. The economy, cleanliness and safety of Quick-Lite Lamps and Lanterns are appreciated in more than a million homes across the border and in Canada.

Coleman Quick-Lites not only sell themselves—they help sell other merchandise for you. If you are handling paint—arrange a display of our color cards and cans with a Quick-Lite Lamp to show the true value of the colors. Use a Quick-Lite Lamp lighted on top of your show case in which you display cutlery. Use the Quick-Lite for lighting up your windows at night. There is no greater attention-getter than a lighted Quick-Lite in any store. Naturally, sales are easy.

Order through your jobber or write us for latest catalogue, price list and selling helps. Address

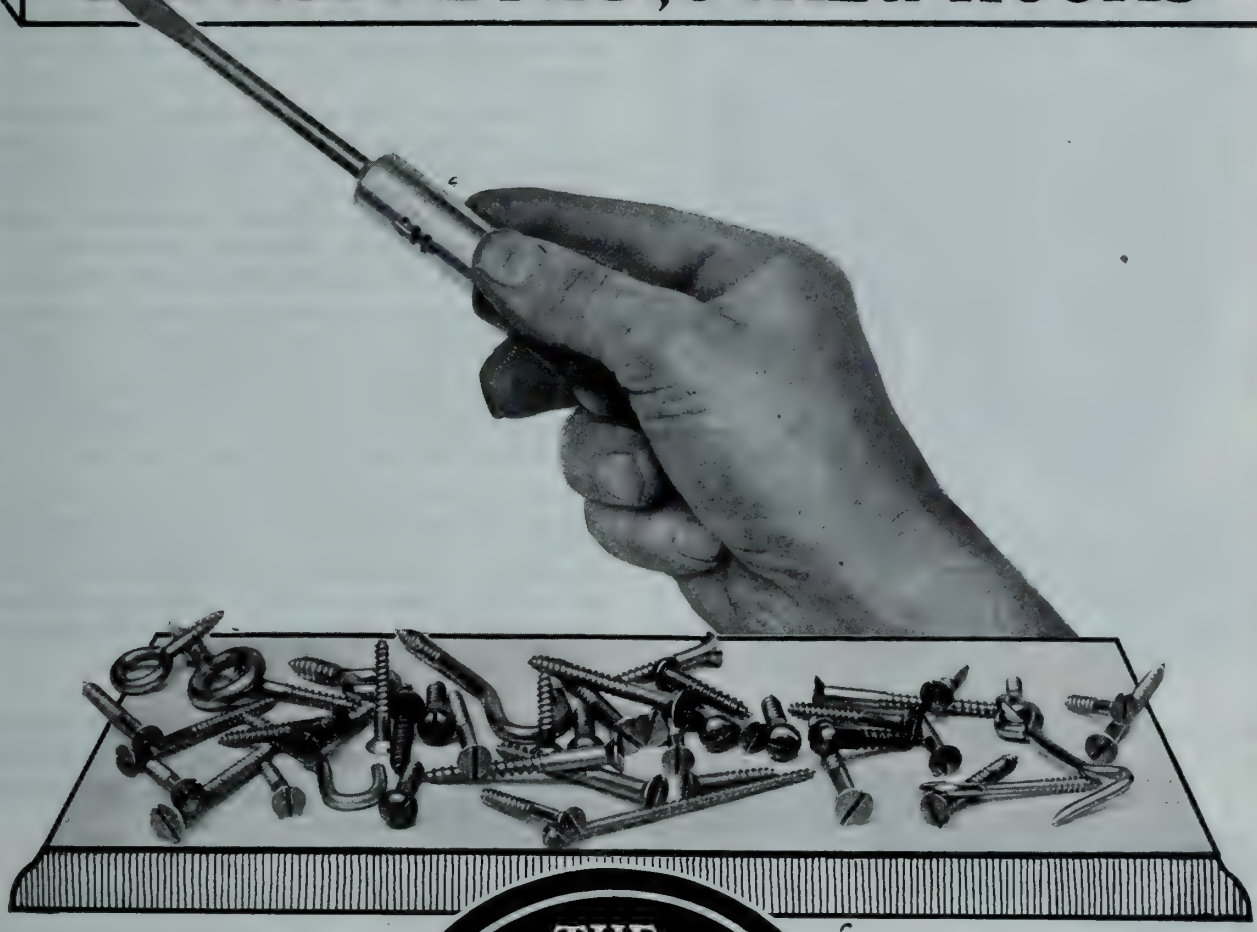
THE COLEMAN LAMP CO., LTD.
Queen St. E. and Davies Ave., Toronto, Canada

T-1

If interested tear out this page and place with letters to be answered.

SCREWS

SCREW EYES, SCREW HOOKS



We manufacture all varieties of screws: Iron, Steel, Copper, Brass and Bronze, Wood and Machine Screws.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

Finished bright, polished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.

If interested tear out this page and place with letters to be answered.

The Marlin in 1870-and

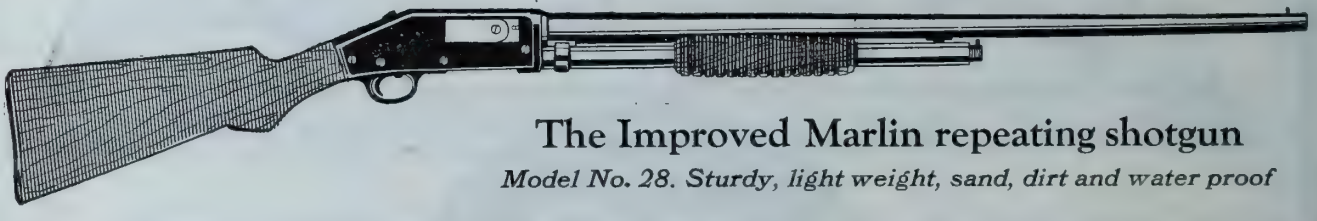
51 Years of Accuracy and Dependability

SINCE 1870 when John M. Marlin, who until then had confined his activities to pistol making, took over the then famous Ballard rifle, the history of Marlin firearms has been brimful of the romance that makes such a gun the pride of those who own one, the desire of all others.

The Marlin of 1870 was renowned for its accuracy and the favorite arm of sportsmen of its day. Marlin, however, applied his noted mechanical genius with the result that his improved rifles were highly prized by hunters of buffalo and big game and many a redskin became a "good Indian" because of the unerring accuracy of Marlin rifles in the hands of the plainsmen.

From then on the improvements made in rifles and shot-guns by Marlin and his associates were productive of a growing demand which had reached its zenith in 1916 when, at the behest of the Allies, the Marlin organization turned its entire activities to the manufacture of the famous Marlin machine guns.

It was impossible, therefore, during the period of the war and the days of reorganization, thereafter, to fill the orders of the sport-public. To those who have awaited the return of the Marlin, we are extending our thanks through an extensive national advertising campaign—and announcing a complete line of Marlin guns now ready.



The Improved Marlin repeating shotgun

Model No. 28. Sturdy, light weight, sand, dirt and water proof

Place your orders NOW' for these Marlin guns

Small game rifles now ready

Model No. 20. .22 Caliber Rifles—Slide action, hammer, 24" octagon barrel
Model No. 38. .22 Caliber Rifles—Slide action, hammerless, 24" octagon barrel
Model No. 39. .22 Caliber Rifles—Lever action, 24" octagon barrel
Model No. 27. .25-20 Caliber Rifles—Slide action, 24" octagon barrel
Model No. 27. .32-20 Caliber Rifles—Slide action, 24" octagon barrel
Model No. 27. .25 Rim fire Rifles—Slide action, 24" round barrel

Big game rifles now ready

.30-30, .32 Special, .32-40 and .38-55 Calibers

the New Marlin 1922

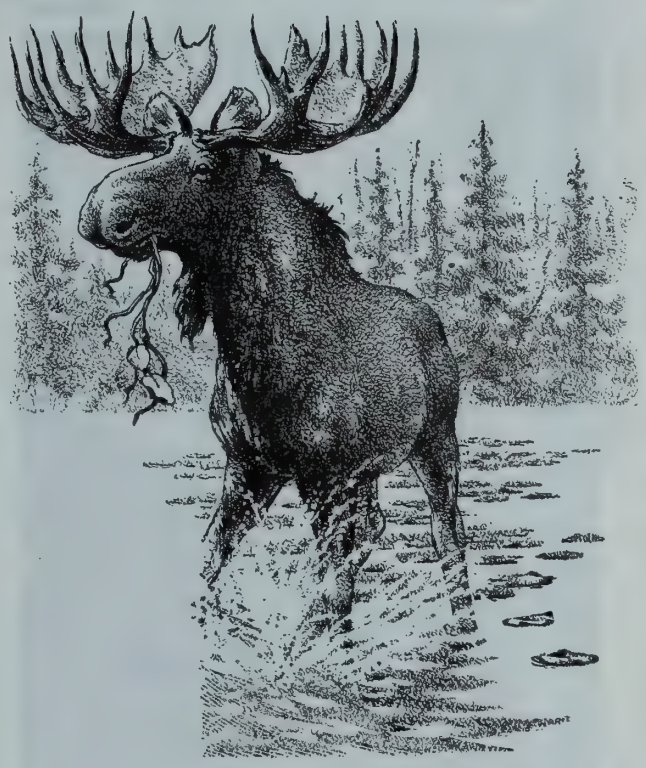
Now ready for the peacetime invasion

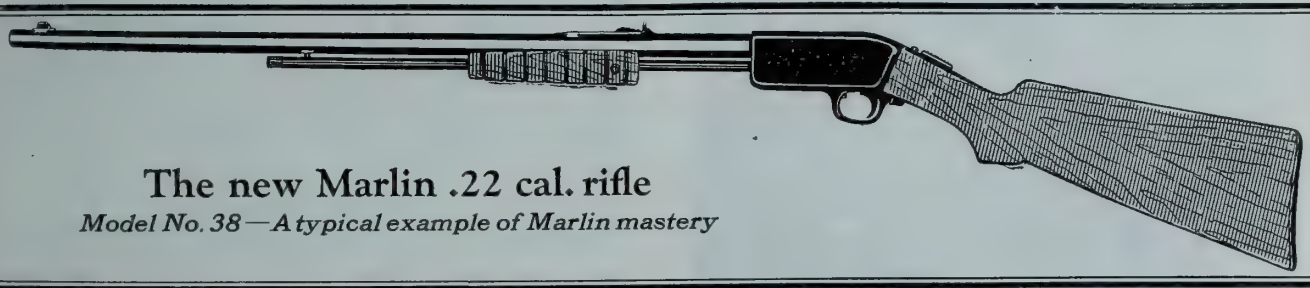
THE wartime activities of the Marlin organization necessitated large additions to our plant. These increased facilities, and the vast experience gained now stand us and the public in good stead, enabling us to introduce into Marlin shotguns and rifles great improvements over former models and to produce in numbers to meet the demand.

These improvements extend throughout the entire Marlin line. There is a wonderfully attractive new .22 caliber hammerless take-down rifle—Model No. 38—A quick-handling, finely balanced, medium weight firing piece, repeating with short, long and long-rifle cartridges without adjustment. Superb in model and finish: a strong accurate shooter, an arm to be proud of.

Marlin shotguns are made in 12 and 20 gauges, hammer and hammerless types, for duck shooting, trap shooting and field shooting. A full assortment of splendid guns—a gun for every man.

The Marlin .30-30 is a smooth-working, finely balanced, high powered, repeating rifle. It typifies the simplest, strongest and quickest repeating mechanism used in any big-game repeating rifle. Extremely accurate. Used extensively in target and big game shooting.





The new Marlin .22 cal. rifle

Model No. 38—A typical example of Marlin mastery

Repeating shot guns now ready

Model No. 42	12 gauge	visible hammer	take-down	Grade A
Model No. 28	12 gauge	hammerless	take-down	Grade A
Model No. 31	20 gauge	hammerless	take-down	Grade A

For further information write Dept. T-41

Order from your jobber—NOW

Take advantage of our national advertising and the fact that you can supply a reasonably-priced gun with a history that gives one pride in its ownership.

The Marlin Firearms Corporation

NEW HAVEN, CONN.

Canadian Sales Rep. **DOMINION CARTRIDGE CO., Ltd., Montreal, Canada**

ATKINS

STERLING QUALITY SAWS

PATRONIZE HOME INDUSTRY

Our factory in Hamilton, Ontario, has been established for many years.

We make, and are ready to prove it, the finest and most complete line of Hand Saws, Cross Cut Saws, Saw Tools and Saw Specialties in Canada.

YOU BE THE JUDGE

Place an order with us while at the Ontario Retail Hardware Convention in Hamilton during the week of February 13th. Look for the Atkins men at Convention headquarters; get acquainted with our plans to make this year the biggest you have ever had in saws and tools.

This will be a good year for hardware dealers and hardware jobbers who have Atkins Sterling Quality Saws in stock.

Write for our book of selling helps—free.

E. C. ATKINS & COMPANY

Established 1857

"The Sterling Quality Saw People"

Factory: HAMILTON, ONTARIO Branch House: VANCOUVE R, B.C.

If interested tear out this page and place with letters to be answered.

Boom Your Business—!

With This Unheard of Value— !

Mr. Dealer:

This introductory offer will earn you a clear profit of 100 per cent. on your investment. Did you ever hear of anything like it, on a heavily advertised, nationally known, product! ***It's a wonderful chance!***

Read The Offer!

Order this case of LIQUID VENEER MOP POLISH and you will get ENTIRELY FREE, two dozen 30c bottles, the whole assortment costing you only $14.40 and selling for $28.80.

Just order our "BIG SNAP DEAL," as follows:

2 doz. 4 oz. 30c size L.V. Mop Polish @ $2.40 per doz.	$4.80
2 doz. 12 oz. 60c size L.V. Mop Polish @ $4.80 per doz.	9.60
2 doz. 4 oz. 30c size L.V. Mop Polish FREE	0.00
1 steel display stand FREE	0.00
Your cost	$14.40
Your selling price	28.80
Your profit	14.40

A Great Seller—!

Read The Evidence—!

"I am selling much more of Liquid Veneer Mop Polish than (name given on request) and it is giving great satisfaction." Bert S. Range, Westfield, Mass., July 25, 1921.

"Of all the Polishes I handle, I find Liquid Veneer Mop Polish the best seller." J. H. Katz, housefurnishings and hardware, 1618-14th St., N.W., Washington, D.C., July 21, 1921.

"The new Liquid Veneer Mop Polish is far outselling all others. Users find it superior in quality, covers more space, and lasts longer than any other." George H. Gilmore & Son, housefurnishings, Canton, N.Y., July 30, 1921.

This is evidence which would be received in any court. It is indisputable. Don't delay, order at once. We will ship through your jobber.

Buffalo Specialty Co.

Buffalo, N.Y.

Canadian Factory, Bridgeburg, Ont.

If interested tear out this page and place with letters to be answered.

A B C
OSCILLATOR

It Has Taken Canada by Storm

The A B C Oscillator at $135.00 has proved it is a value that thousands have awaited.

It is selling right off store floors without advertising or any special sales effort. Sales on it at $135.00 are attracting buyers in numbers that have astonished even the most optimistic dealers.

Never before has a washer of this type, bearing a famous maker's name —a washer of full-size six-sheet capacity with **heavy tin-lined copper tub**, heavy angle-iron frame, quiet springless mechanism and **galvanized "Armco" iron cabinet** safely enclosing all moving parts yet permitting free access to them — been sold at such a price.

You can put on a sensational sale with this value—you can get behind it enthusiastically because **the price allows you a FULL profit!** You can do business, make friends, make money—**now!**

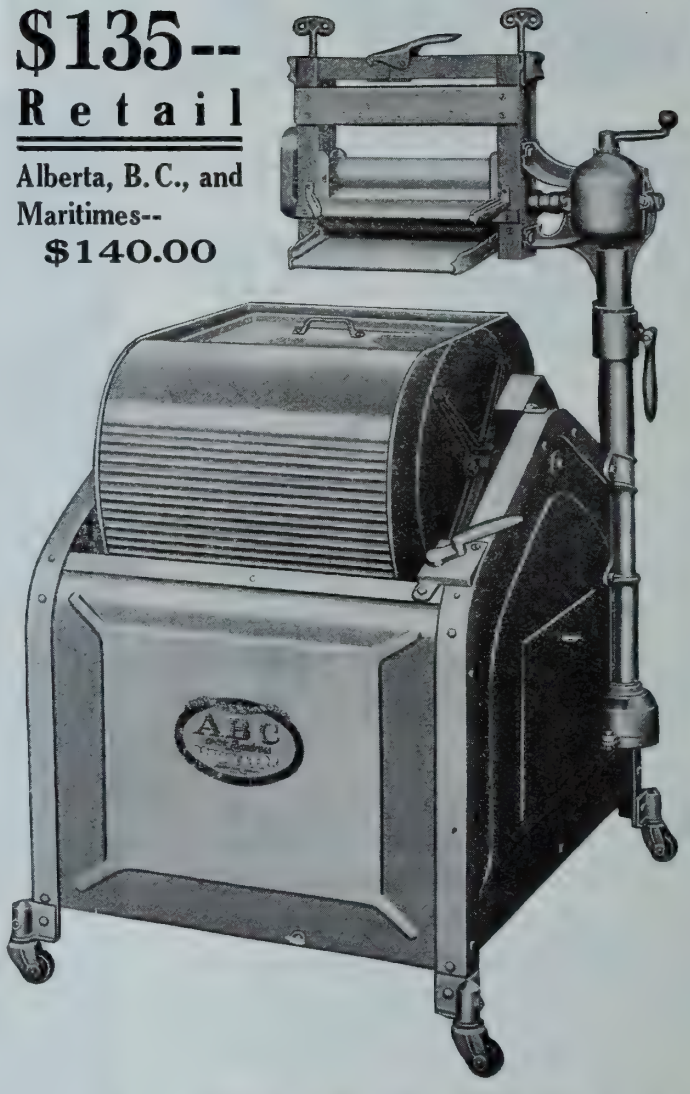
We will show you how to proceed—along exactly the lines already proved so successful by other dealers.

This is the time! The public is looking for a chance to buy such a value! It has been proved in cities everywhere!

The proposition deserves your inquiry —to-day!

$135--
Retail

Alberta, B.C., and Maritimes--
$140.00



A. B. C. ELECTRIC LAUNDRESS

WASHES WRINGS IRONS

C. D. HENDERSON, Canadian Representative
Box No. 123, Brantford, Ont.

WHOLESALE DISTRIBUTORS:

Maritime Provinces
Blackadar & Stevens,
Roy Building, Halifax, N.S.

Ontario
Masco Co., Ltd.,
78 Richmond St., Toronto

Alberta
Cunningham Electric Co., Ltd.,
Calgary

Quebec
Dawson & Co., Ltd.,
148 McGill St., Montreal

Saskatchewan
Sun Electrical Supply, Ltd.,
Regina

British Columbia
Rankin & Cherrell,
Vancouver

Altorfer Bros. Company
Pioneer and Leading Makers of Washers and Ironers
PEORIA, ILLINOIS

If interested tear out this page and place with letters to be answered.

Model 35
5-burner Stove
with Cabinet

See The New

NEW PERFECTION

At the Hamilton Convention

(Booth No. 37)

COME and see the big, new 5-burner New Perfection Oil Cookstove. You will be delighted with this addition to our line of stoves.

The 5-burner New Perfection Oil Cookstove is an all-the-year-round convenience. Has all the good features of the 2, 3 and 4-burner stoves but the provision of an extra burner means that while two are being used for baking, there are still three burners available for other cooking service. The 5-burner New Perfection offers all the advantages of ample oil cooking facilities to even the largest family.

New Perfection Oil Cookstoves, Perfection Oil Heaters and New Perfection Water Heaters are always good lines to handle. Heartily endorsed by more than 4,000,000 satisfied users who know from experience the economies, conveniences and comforts they bring.

Make a special point of seeing our display at Booth 37. You will appreciate the complete range of home equipment the Perfection line offers. If you are not already handling the Perfection line you will be specially interested in our dealer proposition. Stop at our booth anyway and get better acquainted with the Perfection line and let us get better acquainted with you.

The
PERFECTION
Line

New Perfection Cookstoves
New Perfection Cabinets
New Perfection Ovens
New Perfection Water Heaters
Perfection Oil Heaters
Sani-Can
Hotpoint Electrical Appliances

Model 39-G
5-burner Range
with built-in
Oven

PERFECTION STOVE COMPANY LIMITED

Home Office and Factory

SARNIA - ONTARIO

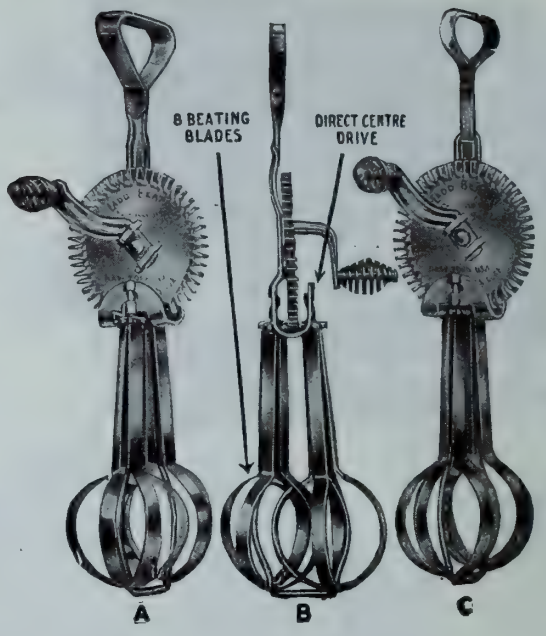
MONTREAL, P.Q. **WINNIPEG, MAN.**

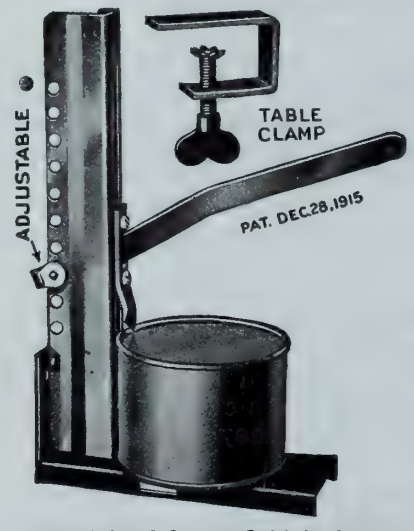
Make 1922 a Banner Year

Ladd All-Steel Beaters

3 Sizes---For All Requirements

At the beginning of new and vigorous uplift in business, dealers must be thoroughly alive to the requirements of their trade. This country has not gone back to knick-knacks and NEVER WILL. These BEATERS, CANDIDATES FOR EVERY HOME, are HEAD AND SHOULDERS in QUALITY above anything for these purposes made anywhere in the world. So PROFITS must be LIBERAL and THEY ARE. SATISFACTION MUST RESULT from their use and IT DOES. Your BEST SERVICE goes along with their sale, and, DUE TO THEM, you are always remembered.





SATURN STATIONARY CAN OPENER

OPENS CANS OF ANY SIZE OR SHAPE

An **entirely new principle** that any child can work without possibility of injury, worthy to displace all old styles.

Prices and Prices

Goods of **no** quality bring one price; **quality** goods another. The **public knows this** as well as you and we, and **approves** it.

Fact is a reasonable **high price** convinces public of **quality, promotes confidence** and **sales.** We have no intention of reducing prices to enter the knick-knack class and decrease your profits.

LADD Mixer-Churn

LADD MIXER CHURNS—1 qt.—2 qts.

A little lower now—Are superior to anything yet made for their purposes, being 3 ARTICLES IN 1; in fact, the KITCHEN'S MOST USEFUL UTENSIL.

SATURN REELS (Clothes-line)

Every house wants these and LOOKS TO YOU (we don't want mail orders) TO SUPPLY THEM. As handy as can be.

JOBBERS the world over and US.

Get these from your jobber or DIRECT FROM US, and BY ALL MEANS CARRY THEM ALWAYS.

SATURN Reels Clothes-Line

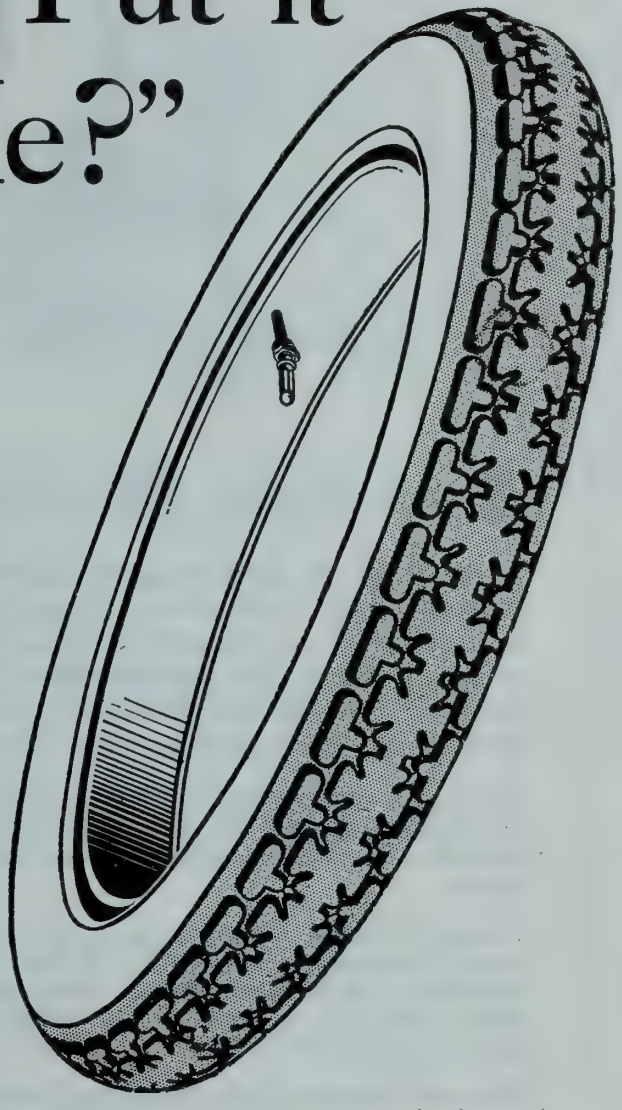
Canadian Representatives: G. S. WHITTAKER & CO., 8 Colborne Street, Toronto, Ont.

UNITED ROYALTIES CORPORATION

1133 Broadway, New York.

If interested tear out this page and place with letters to be answered.

"Will You Put it On for Me?"



IF a customer buys a keg of nails or a washing machine or a wheelbarrow, you either deliver it or help him load it. It isn't much more work to put a new tire on a customer's car. Every hardware man can sell tires if he will give a little bit of service. When a tire customer asks you: "Will you put it on for me?", tell him: "Yes, with pleasure." There's a good profit in selling tires–it is one department in which SERVICE PAYS.

Let "Gutta Percha" Lead Your Tire Department to Success.

GUTTA PERCHA & RUBBER, LIMITED

HEAD OFFICES & FACTORY, TORONTO.

Branches in all Leading Canadian Cities.

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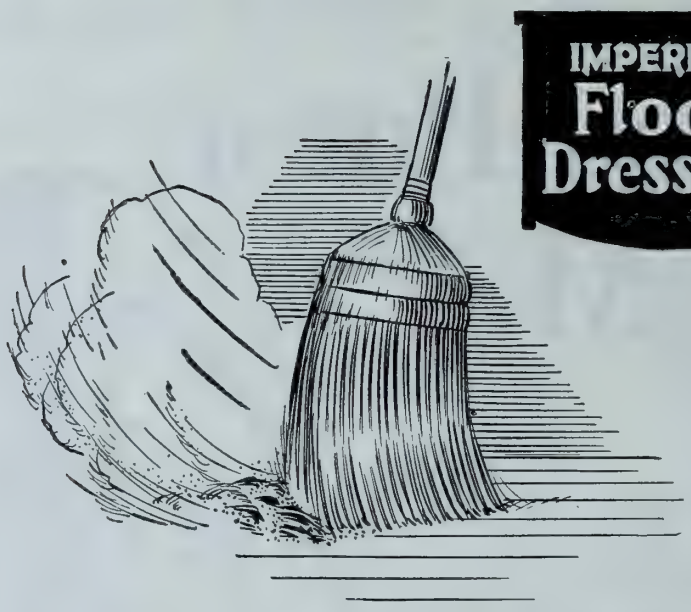

Keep down the dust cloud-

Ordinarily the broom stirs up more dust than it collects—but not when floors are treated with Imperial Floor Dressing. You can then sweep without filling the atmosphere with dust, as Imperial Floor Dressing holds it to the floor where it is easily gathered up and disposed of.

Dusting is practically eliminated in stores where Imperial Floor Dressing is used, and counters, show cases and merchandise present a clean, attractive appearance at all times.

Imperial Floor Dressing is a sanitary preservative for wood, linoleum or oil cloth. It does not gum or evaporate and is most economical. One gallon will treat from 500 to 700 square feet of floor surface and one application will last for weeks.

Display Imperial Floor Dressing prominently. With your own floor as a practical demonstrator you can sell it readily to your trade. Our salesman will be glad to tell you more about this profitable line.

IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.

If interested tear out this page and place with letters to be answered.

COMMUNITY PLATE

at the Convention

There will be an interesting exhibit of Community Plate at the Ontario Retail Hardware Association's Convention in Hamilton, February 14 to 18.

In Booth No. 41 will be displayed a complete range of the regular and correct service pieces in each of the inimitable Community designs.

This affords a splendid opportunity to inspect the complete line of Community Plate—especially the new Grosvenor design—and to become better acquainted with the extent of the sales possibilities.

ONEIDA COMMUNITY LIMITED

Niagara Falls -:- *Ontario*

WELCOME

We cordially invite you to visit
our booths Nos. 12--13
at the Hamilton
Armouries
during the

Ontario Retail Hardware Convention

Hamilton, Feb. 14, 15, 16, 17

Booths Nos. 12 and 13

Consumers Cordage Company, Ltd.

MONTREAL and HALIFAX

Branches at
ST. JOHN, N.B. TORONTO, ONT.

Agents and Stocks:
Tees & Persse Limited—Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William.
Macgowan & Co., Vancouver. Jas. Bisset & Co., Quebec.

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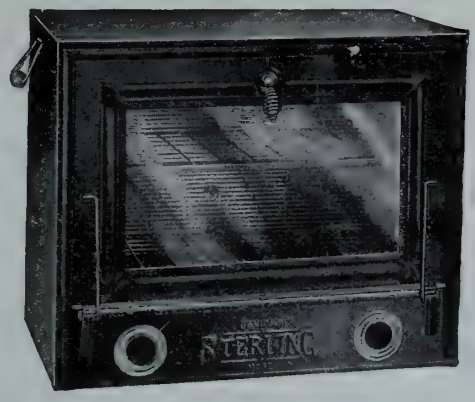

Oil Stove Ovens

Our "Sterling" Line

—well known all over the Dominion as a thoroughly reliable Davidson product—is made of heavy gauge blued steel, strong, durable and always a ready seller on account of its superior quality.

Heavily lined with Asbestos to prevent waste heat, and japanned outside with a rust-proof combination—adding to the appearance and life of the oven. Cold handles at side and a door knob which locks in three places.

Moderate cost—maximum efficiency

Write us for our complete Oil Stove Catalogue

The Thos. Davidson Mfg. Co. Limited

ESTABLISHED 1860

Head Office - Montreal

Branches:

TORONTO WINNIPEG CALGARY VANCOUVER

DAVIDSON

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BARB DOMSTEEL WIRE products WIRE

Heavily galvanized high tensile strength wire; clean-cut immovable barbs.

Immediate shipment from fresh stocks at Montreal, Sydney, St. John, Port Arthur and Fort William.

Book now for your Spring requirements. Orders for barb wire combined with "Domsteel" wire nails, given special attention.

Address enquiries to
Dominion Iron & Steel Company, Limited

subsidiary of

British Empire Steel Corporation Limited

120 St. James Street **Montreal**

Western Agents: **Messrs. Bissett and Webb, 127 Lombard St., Winnipeg**

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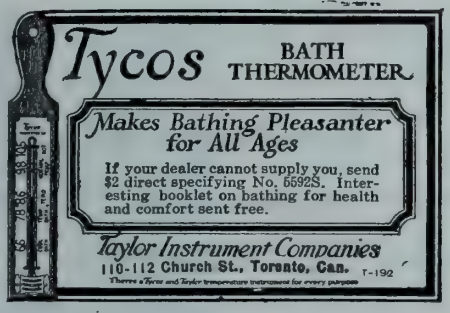
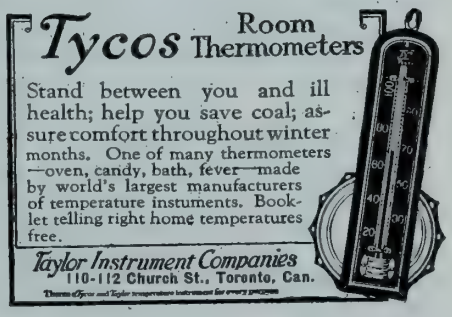
Tycos

Tycos

Thermometers are well advertised
Ask your customers

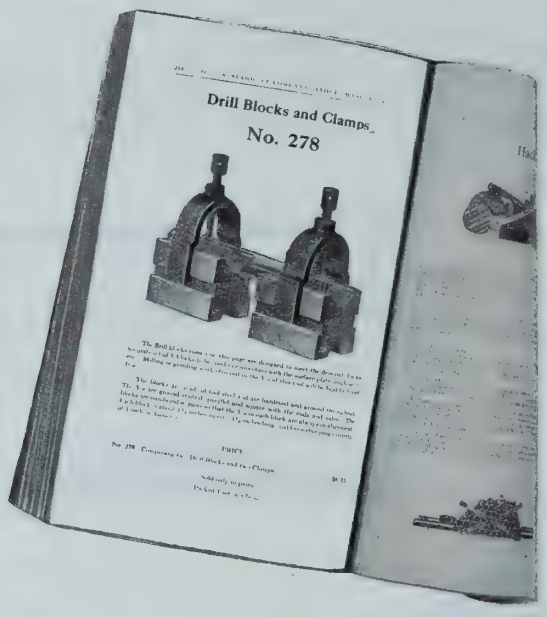




Tycos

D 11

New Tools You Should Know



DRILL BLOCKS AND CLAMPS No. 278

A recent addition to Starrett sets of drill blocks. These blocks No. 278 are especially made to meet the demand for work requiring V blocks of the highest accuracy. Made of tool steel, with the V's ground central, parallel and square with the ends and sides, and hardened. Set consists of two drill blocks and two clamps. Blocks are 1 1-4 inches square by 1 5-8 inches long. Clamping capacity, 1 inch diameter. Especially recommended for accurate work in connection with drill presses, laying out work, prick punching, milling, grinding, etc. Fully described and illustrated in the new Starrett Catalog No. 22 "MA", on page 214, reproduced above. Copies of this catalog sent on request. Also write for the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY
The World's Greatest Toolmakers, Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-248

Sell Starrett Tools

There is steady profit in handling files, because files must continually be replaced as they become dull.

When you carry one of our five standard brands, your profits come without any effort.

File users know and ask for these files; they will draw trade to your store.

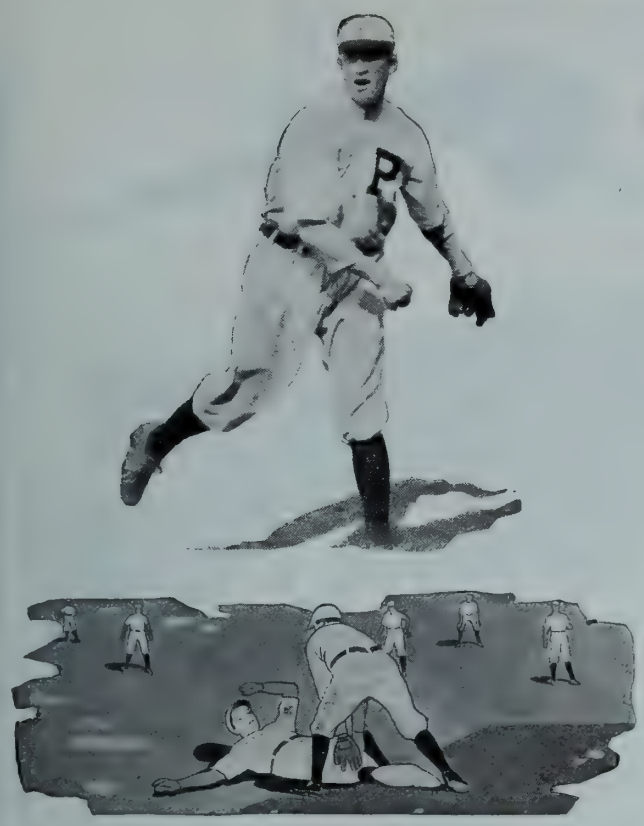
Specify one of the following brands when ordering from your jobber:

Kearney and Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario



Baseball Season is very near

The time to prepare to supply the 1922 demand is NOW.

The call will be for Reach equipment with its many exclusive and essential features such as the diverted seam in the fielder's gloves, the moulded double face catcher's mitts, the Cork Center Base Ball and many others.

May we supply detailed information and catalogue. An inquiry does not obligate you in any way.

A. J. REACH COMPANY LTD.
BRANTFORD, ONT.

Reach

Did You Get Our Dealer Service?

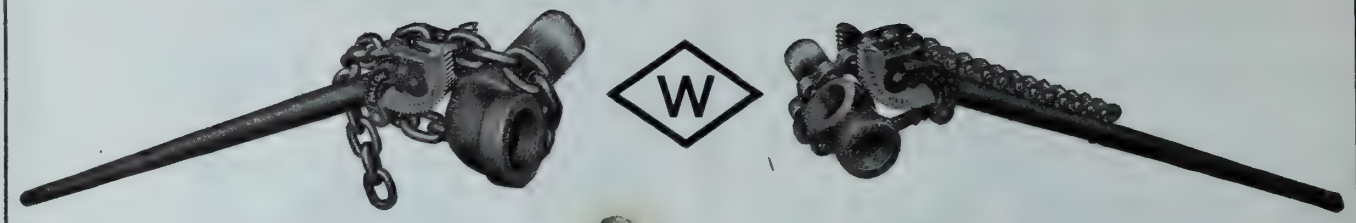
We are sending free to dealers, some new and very attractive show cards of "YANKEE" Tools, for window trim. If you haven't received yours, write us at once.

They will add to your sales force without increasing your expense. They are silent and convincing salesmen who work 24 hours a day without adding to your salary account. They will greatly increase your "YANKEE" Tool sales without any great effort on your part.

If you haven't yours just return this ad with your name and address stamped on and you'll have it by return parcel post.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



EFFICIENT SERVICE

WILLIAMS' "Falcon" Chain Pipe and Fittings Wrench is unsurpassed for use in cramped quarters and on fittings. It is particularly efficient on flanges, fittings and coils.

Double-ended, reversible jaw assures *service of two wrenches at the cost of one.* Three to four grip positions on every size pipe. Interchangeable flat link and cable chain—suit yourself.

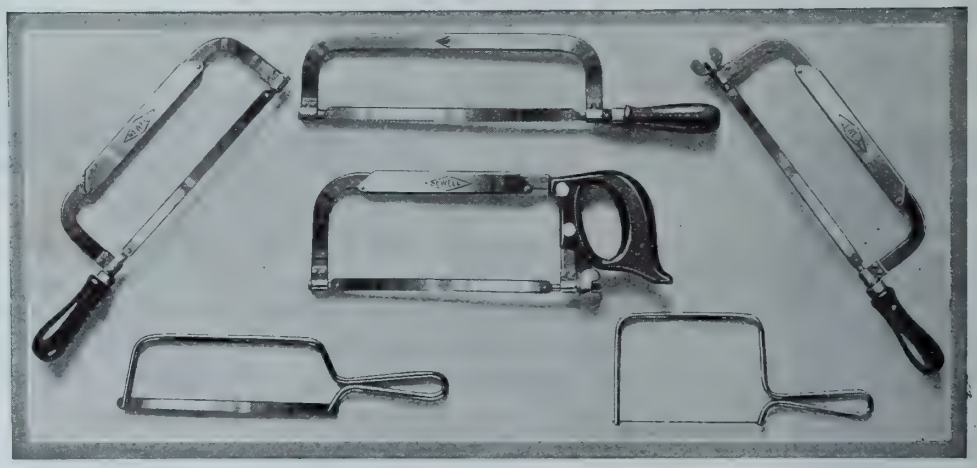
Six sizes for 1-8 to 12-inch pipe and fittings.

J. H. WILLIAMS & CO., Limited
"The Wrench People"
30 Thorold Road, St. Catharines, Ontario

NEWELL

QUALITY SERVICE

Meet Us at the Hardware Convention Booth No. 56



Made in Canada

Write for Catalogue

Ontario Representative:
Geo. B. Jenkinson,
166 Bay Street
TORONTO.

British Columbia Representative:
Geo. Mather,
VANCOUVER.

A FEW OF OUR SAW FRAMES

We also manufacture Curtain Rods, Bathroom Fixtures, Stair Rods, Stair Plates, Brass Stair Nosing, etc., etc.

NEWELL MANUFACTURING CO., LTD.

ESTABLISHED 1900

PRESCOTT - ONTARIO

QUALITY GUARANTEED

A Real Boy's Real Wagon! The Premax Road-Tested Coaster

This is a **regular** wagon. It's built in every feature to stand just a little more of the strains and shocks such things receive.
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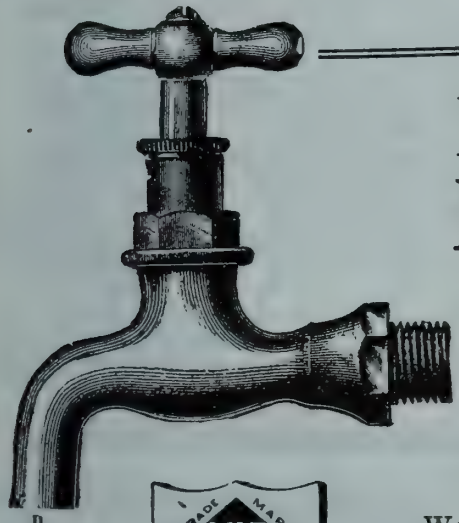

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EXHIBIT

Hamilton Hardware Convention

Section No. 62
ARMOURIES

February 14th to 17th

Children's Wheel Goods
Velocipedes, Autos, Sleighs,
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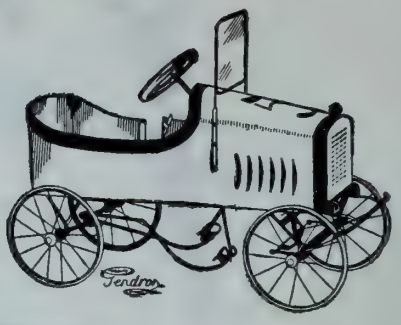

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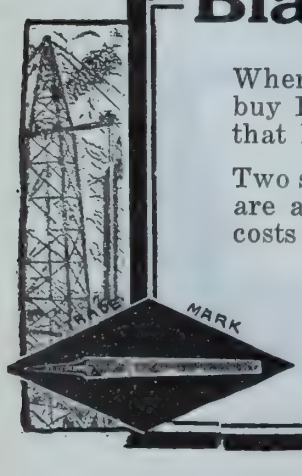

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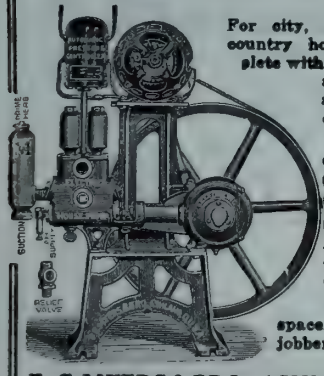

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FOR QUALITY

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Ask for it by name from the wholesaler

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LIMITED

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Book Spring Orders NOW

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Manufactured in Canada

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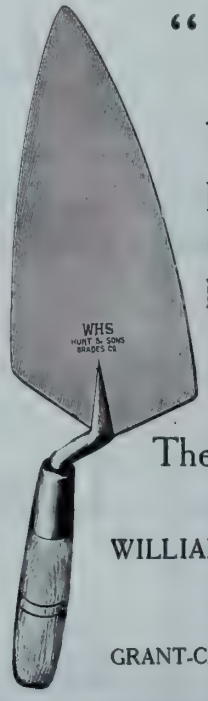

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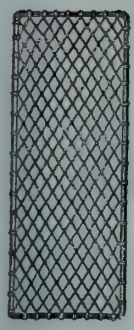

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"Boca" Steel Sash

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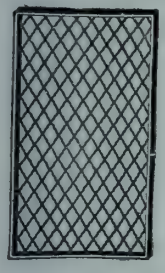

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28 King St., London, Ont.

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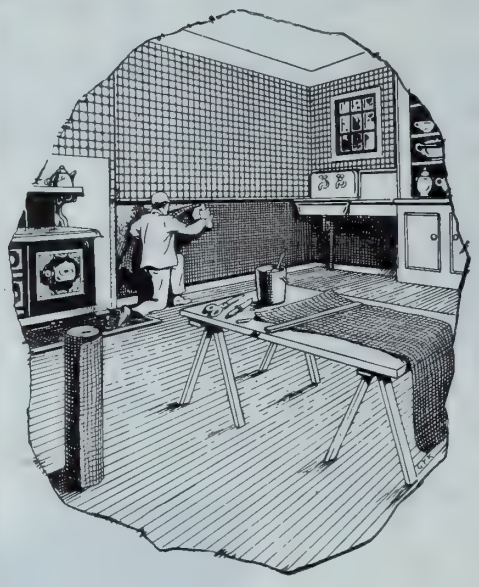

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Just as people need paint, wallpaper, varnish, etc., just to the same extent—sometimes more so—do they need Decorative Wall Burlaps. And for the following reasons:

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Shades Oil-Coated Drab, Green, White.

Add this Line to Your Paint Department Now

Dominion Oilcloth & Linoleum Co. Limited
Montreal

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. FEBRUARY 11, 1922 No. 6

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JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.
Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. L. Southall, Managing Editor.
B. C. Culley, Associate Editor.
W. C. Dover, Associate Editor.
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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

Represented in Canada by

Frederic Sara & Co., 1309 Twelfth St., Calgary (For Western Canada)

The W. P. Thornhill Co., 45 St. Alexander St., Montreal (For Eastern Canada)

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV FEBRUARY 11, 1922 No. 6

Many Problems for Next Parliament

Next Session Opening on March 8 Will Deal With Suggestions for Sales Tax Revision, Marking Imports and Other Items of Importance to the Hardware Trade — What the Hardware Merchants Think of Sales Tax.

SEVERAL matters of vital importance to the hardware trade will be dealt with at the forthcoming session of Parliament which opens in Ottawa on March 8. Already there is much speculation concerning the attitude of the new party which has been elected, toward certain legislation enacted by the late government. One of the matters in which the trade is particularly interested is in connection with the sales tax, for while this form of taxation has been looked upon as a model by many business men in this country and abroad, it has been found that it operates unfairly in certain respects and numerous representations have recently been made for a change in the method of application. Some of these recommendations have been outlined in recent issues of Hardware and Metal.

As a rule the present Act assesses a sales tax of 1 1-2 per cent. on sales by manufacturers to wholesalers, another 1 1-2 per cent. on sales by wholesalers, and a straight 3 per cent. tax on sales by manufacturers to retailers and consumers. On importations by retailers or consumers the sales tax payable at the custom house is 4 per cent., and on other importations it is 2 1-2 per cent.

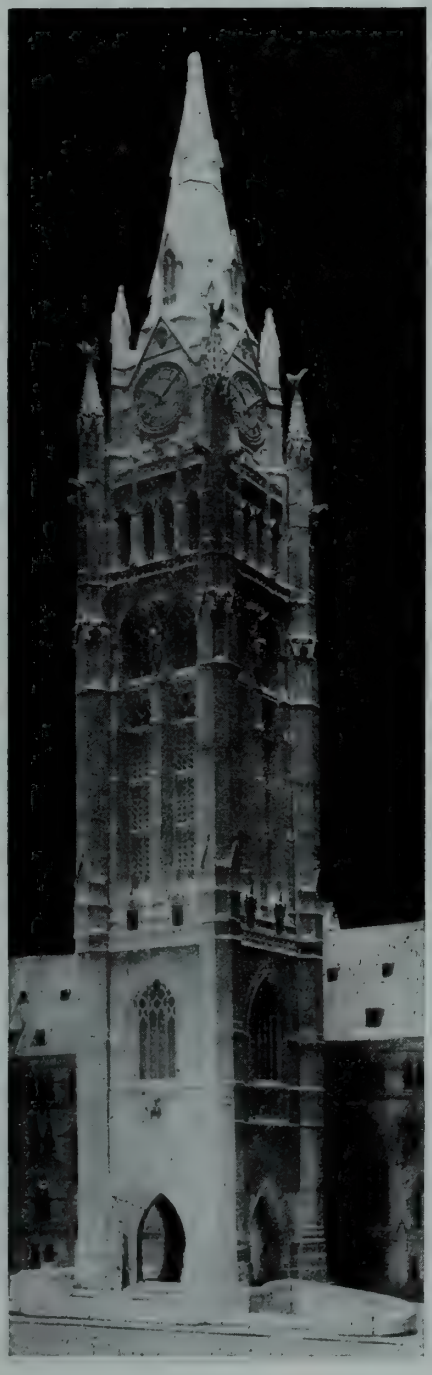
Suggested Changes

One suggestion which has been made is, briefly, as follows:

That sales by manufacturers to wholesalers for resale by the latter, and sales by wholesalers to other wholesalers for resale be exempt from sales tax:

That sales by manufacturers and by wholesalers to retailers or consumers be subject to sales tax at the rate of 3 per cent.:

That it be compulsory to extend such sales tax on the invoice as a separate charge to be added separately to the selling price—without the manufacturer or wholesaler being allowed to absorb any part of the tax.



The proposal, as it reached the Canadian Manufacturers' Association, includes no suggestion of change in the present sales tax requirement "that domestic purchases by manufacturers for the purpose of re-manufacturing into other goods for sale are subject to 1 1-2 per cent. sales tax," nor in the present requirement "that importations by manufacturers for the purpose of re-manufacturing into other goods for sale, and also importations by wholesalers, shall be subject to 2 1-2 per cent. sales tax, payable at the custom house."

If the Act were amended in accordance with the above suggestion, it is claimed by those advocating the changes that it would:

1. Eliminate the necessity of a manufacturer charging sales tax where his sales are exclusively to wholesalers holding a sales tax license as a wholesaler;

2. Do away with the present situation, with which all wholesalers and many manufacturers are faced, of absorbing half of the sales tax when selling direct to retailers or consumers;

3. By exempting from tax purchases made by wholesalers or jobbers from manufacturers, do away with the agitation of the wholesalers that the manufacturer should absorb the present sales tax of 1 1-2 per cent. on sales by manufacturers to wholesalers.

4. Reduce the possibility of loss in the event of wholesalers becoming insolvent;

Under the current rulings where a wholesale customer becomes insolvent, and a manufacturer has paid the Government the sales tax in respect of goods sold to such customer, but has

SUGGESTIONS ON SALES TAX REVISION

1—Manufacturers' sales to wholesalers for resale be exempt.
Wholesalers' sales to other wholesalers for resale be exempt.
Manufacturers' and wholesalers' sales to retailers or consumers subject to 3% tax.
To extend sales tax on invoice as separate charge added separately to selling price. Manufacturer or wholesaler not allowed to absorb any part of tax.
2—Retailer suggests manufacturers collect all sales tax and include it in cost of goods rather than as separate item.
3—Only about 25% of present tax passed on to consumer says another retailer, suggesting manufacturers and wholesalers include it in prices shown on invoice.
4—Margin of profit on certain fixed price lines too small for retailer to bear cost of sales tax.

not received payment of the tax from the customer, the loss falls upon the manufacturer;

5. Simplify the collection of the tax.

Manufacturers Only to Collect Sales Tax

The opinion of certain retail hardware merchants as to the operation of this tax has been ascertained by Hardware and Metal, and an outline of the opinions of these retailers appears as follows:

A. W. Allin, President Allin's Ltd., Lindsay, Ont., states:

"Relative to the absorbing of the sales tax by the retailer, we are very much interested in this matter as we have contended that the sales tax has always been paid by the retailer especially on lines on which there is a more or less standard resale price. For instance, take an article which is always sold at 25 cents, the sales tax on each article is only a fraction of a cent and the retailer cannot very well collect on a fraction so has to absorb this tax himself. This same instance applies in most cases and we feel that the present method of collection of the sales tax does not put the burden where it belongs but places it on the retailer.

"We feel that a more equitable solution of this problem, and we are all anxious to help out in this matter all that we can because we all realize that a large revenue has to be collected, would be to have all the sales tax collected by the manufacturer and have him include it in the cost of the goods rather than as a separate item on his invoice. There would then be a small number of people enngaged in the collection of sales tax instead of a small army as at present.

"Thanking you for the privilege of airing our views on this matter, and trusting that some workable solution may be the outcome of the action of Hardware and Metal on this important question."

Not Show it Separately

J. G. Galloway, Walker Hardware Co., Belleville, Ont., states: "Regarding sales tax legislation, we might say that we think it a hardship on the retailer, as our experience has been that only about 25 per cent. has been passed along to the consumer. We absorb the balance, owing to it being a lot of extra work to distribute it on shelf goods, etc. If the consumer is asked to pay it he thinks it an imposition, and that we should pay it out of our profits.

"We think it would be much better if the manufacturers and wholesalers would include it in their prices of the goods to the retailer and not show it separately on the invoice."

R. Hawkins, Smiths Falls, Ont., states: "In figuring costs of goods, I add together the sales tax, transportation charges and containers (if any), then ascertain the percentage this total bears to the net price of the goods, adding this percentage to each item, with some variation according to value and weight of the goods, a matter of judgment in each individual case, but in a general way to spread these items of expense which amounts to 5 to 10 per cent., (some less and others more than this percentage) on the cost of the goods and base our selling prices accordingly.

Retailer Bears the Cost

"There are, however, a few articles on which the retail prices are fixed and the retailer must bear the sales tax on these items, such as certain lines of razors, carpet sweepers, wall finishes, etc. Some of these lines bear sufficient profit that the retailer can afford to bear the sales tax, while on others such as five-dollar razors, the margin of profit is too small for the retailer and quite large for the manufacturer, who should be willing to pay the sales tax on these lines. There is probably room for some readjustments between the different branches of trade, in this respect.

"We, as citizens of Canada, must recognize the fact that huge debts have been incurred in connection with the war and re-construction, and must be met, with interest. It is a problem of the best methods, to provide the necessary funds. I consider the sales tax the best method, yet evolved to meet a portion of the war debt. It distributes the tax in the least burdensome manner. The method of collection is simple, efficient and inexpensive and the returns are large.

"I have observed the system has been favorably commented upon by recognized political economists and critics including "Collier's," which referred to the system as the "Painless Tax." While experience may discover some minor points of improvement, the general principle and application should not be seriously disturbed. It would be a serious matter to throw a monkey wrench into an expensive, smooth-working machine.

"While the average retail merchant is loyal and willing to do his share of bearing the burdens of taxation there is a limit to his capacity, which is pretty well taxed at the present time. When we consider the numerous calls for charity, subscription lists, tickets for entertainments by many organizations, etc., and the losses he is bound to face, from bad debts this year, it behooves the Government to seek some other source of revenue than the convenient channel of merchandising which if overdone may endanger the industrial fabric of the country. The questions of economy and production call for consideration.

Suggests Conferences

"I believe much benefit would be derived from a series of informal conferences, two or three times a year, by representatives of the hardware manufacturers, wholesalers and retailers, to discuss and adjust problems interlocking between the different branches of the trade, with a view to improving condition and rendering better service to the public generally. Might I suggest the appointment of three to five delegates

(Continued on page 55)

TINSMITHS' CASE TO THE SUPREME COURT

The controversy over the status of the tinsmith for taxation purposes has been very much drawn out and the various stages have been dealt with in Hardware and Metal. It will be recalled that a test case instituted at Ottawa in the case of a merchant tailor to determine whether any merchant doing business on the same basis could legally be classed as a manufacturer, was decided in favor of the retailers and no trouble was anticipated. It developed, however, that this ruling was not being upheld by the Collectors of Inland Revenue and a subsequent case involving a confectioner was tried. This case was decided in favor of the Government, and the case is now to be taken by the Retail Merchants Association to the Supreme Court, as mentioned in last week's issue of Hardware and Metal. This case will be in the form of an appeal from the last court decision. The case is being followed closely by retailers who operate tinsmith shops and the decision will be one of great importance to the trade.

"Trying to Milk Cow From Both Ends"

Is Charge Laid by Sales Manager of Oak Tire & Rubber Co. at Automotive Retailers' Convention Concerning Policies of Tire Manufacturers in Conducting Commercial Accounts—Bona Fides of Certain Customers Are Questioned—Have Poor Check on Dealers

ONE of the most lively conventions which has been held for some time was that of the Automotive Equipment section of the Retail Merchants' Association, held in Toronto. The first sessions of this convention were dealt with in last week's issue of Hardware and Metal, but as the convention progressed many other matters of vital interest to the trade were dealt with and some definite action taken.

The tire situation was dealt with further, Mr. Musgrave, Sales Manager Goodyear Tire & Rubber Co., pointing out that with the last reduction made this week reductions on tires are through for some time due to the fact that tires could not be made by the manufacturers at any lower prices than are now being offered unless unexpected revisions in costs were brought about. Mr. Williams, Sales Manager Dunlop Tire & Rubber Co., confirmed this stand pointing out that the only way there would be lower prices would be by lowering the quality and this was not desired or expected.

Mr. Maus, Sales Manager Oak Tire & Rubber Co., Toronto, pointed out that there was entirely too much prevalence of commercial accounts for tires among certain manufacturers. It was stated to be the policy of his firm that only "legitimate" dealers should handle tires, and that it was his intention to do the right thing by such dealers by confining the distribution of tires to them.

"Unfortunately in the tire business somebody has been trying to milk the cow from both ends," said Mr. Maus. "We find this is the situation in connection with the distribution of tires. To my knowledge there are something like 200 so-called commercial accounts in Toronto alone who enjoy the privilege of buying tires at dealers' prices and yet I believe it is the policy to build up the dealer as the rightful medium of distribution. We are strong advocates of establishing distribution through the dealer and no one will give stronger support to the legitimate dealer than we will."

Question Certain Customers

Upon the conclusion of this address a number of dealers present questioned Mr. Maus concerning the bona fides of certain firms which were listed as commercial accounts of the Oak Tire & Rubber Co. In one case a wholesale grocery firm was buying tires at dealers' prices and friends of the members of the firm were securing their tires in the same manner. Other cases were cited where delegates did not agree that certain direct customers of this company were "legitimate" dealers. In some cases Mr. Maus pointed out reasons why the particular firms were considered "legitimate" dealers, but in other cases the issue was quite plain, and Mr. Maus could only promise to look into the matter and if the facts were as stated to have such firms struck from their dealers' list immediately.

The discussion became quite heated, certain delegates complaining bitterly of the action of certain tire companies in making it appear that they were cultivating the dealer while at the same time selling as many tires direct to consumers as possible. It was stated that many firms wich were only supposed to buy on a basis of operating ten cars were buying on a three and four car basis. The discussion concluded with a resolution to the effect that the tire manufacturers undoubtedly were in good faith, but that some of them had a very inefficient check upon their dealers.

Workmen's Compensation Under Fire

G. A. Kingston, Commissioner of the Workmen's Compensation Board, gave a very interesting outline of the Act governing this board, with special application to the needs of the dealers present. Referring to a resolution which had been passed by the convention opposing the application of this Act to the retail trade, Mr Kingston pointed out that he was unaware of any general movement to have retailers brought under this Act, but stated that certain retailers have applied as employers for protection under the Act. Answering a question concerning a business where a retail and an automatic repair business is carried on together he pointed out that where the repair business is absolutely distinct, it only is required to come under the Act and not other departments of the business. A delegate drew to Mr. Kingston's attention the fact that whereas a firm employing less than four men does not come under the Act, it had been his experience that if a combination hardware and automobile repair shop were conducted by the same management under the same roof that the whole staff of both retail store and repair shop were counted in establishing the required number of employees to bring it under the Act.

Where Hardware Store Comes In

A hardware store alone does not come under the Act, but where a plumbing business or an automobile repair business is added the plumbing or repair business is affected. Another delegate cited an instance where there were five employees in a hardware store and two in the plumbing department, yet the whole seven came under the Act. Mr. Kingston stated that this was not correct and agreed to consider any representations which might be made having in mind an alteration of this condition.

Opposition was also taken to the plan of classing automotive equipment and repair business with manufacturers and applying the same rate to both under the Workmen's Compensation Act. It was claimed that whereas in the case of manufacturers 80 per cent. of the staff is in the manufacturing end and about 20 per cent. in the office depart-

Conventionalities

1—Sales Manager Oak Tire & Rubber Co. attacks prevalence of commercial accounts by tire manufacturers and is subsequently questioned concerning bona fides of certain customers of his own firm.

2—Current reduction in tire prices indicated as the lowest point likely to be reached unless quality is sacrificed.

3—Resolution that tire manufacturers are in good faith but have poor check upon their dealers.

4—Workmen's Compensation Act outlined by Commissioner Kingston whose rulings were contrary in many cases to those given retailers by the Board.

5—Position of hardware stores under the Act is outlined.

6—Better value in automobiles sold to-day and prices down to 1913 levels. One car for every 16 people in Ontario.

7—100,000 United States motor tourists visited Ontario last year and were worth to Canada over $50,000,000.

ments, that in the automotive equipment and repair business these figures are reversed, and that therefore it was unfair to apply the same rate to both businesses due to the much less hazard in the latter. Mr. Kingston promised to consider representations for an alteration in rate.

The question of how far compensation extended was also dealt with, the case being particularly dealt with of the employee who is injured elsewhere than in the company's offices or plant. Mr. Kingston pointed out that whereas at first rulings were against allowing compensation in such cases, that this had been recently altered and compensation allowed providing the employee is under the instructions of his employer.

Contrary Rulings Given

Here again a delegate raised the point that if this was the official ruling that it was different to a recent ruling made by the Board. He had sent an employee with an automobile to assist at some charitable affair and during which the employee was injured. The claim for compensation had been disallowed because it was a charitable mission and not a business affair. Mr. Kingston disagreed with this alleged ruling of the Board and asked for the facts to take the matter up with other commissioners.

The used car question was also considered, it being the opinion of C. Pearce, Toronto, that the used car trade should be separate and distinct from the new car trade owing to the narrow margin of profit on turnover. J. R. Marlow took violent exception to this, pointing out that the question of selling cars whether new or old was a matter for the automobile dealer and not for owners to have to turn themselves into car salesmen. He maintained that price was the controlling factor in selling used cars and that they would have to be "bought" by the dealer at bargain prices for resale, rather than being "sold" to the dealer by the owner at big prices and left to deteriorate in value before they could be turned over. He showed that the margin of profit in the automobile trade was very small when the question of losses sustained on second cars taken in part payment was considered.

CONVENTION REPORT IN NEXT ISSUE

Readers of Hardware and Metal are reminded that in next week's issue (Feb. 18) a complete report of the 17th annual convention of the Ontario Retail Hardware Association will appear. Merchants in all parts of Canada have displayed much interest in the subjects to be considered at this convention and much of the discussion and information from reports will be of help to merchants in all parts of the country.

Auto Industry Liquidated

T. A. Russell, General Manager Willys-Overland Co., thought that the present scale of prices being about equal to 1913 levels, apart from the improvement in furnishing and construction now evident, was sufficiently attractive to justify predictions of a big movement of cars in the coming year. He emphasized the fact that present day automobiles were better equipped than formerly, and also that the dollar to-day is not worth as much as in 1913. This he thought sufficient evidence that the automobile industry had undergone severe liquidation.

Dealing with the increasing utility of the automobile, Mr. Russell outlined briefly some of the answers which came to the contest recently conducted by this firm in an endeavor to find out how much value to owners were the cars which they drove. One of the prize winning letters told how a salesman had increased his earnings from $3,000 to $9,000 a year by the use of a motor car. Letters from farmers told of increased efficiency on the farm, and what was very touching were letters from housewives telling of the joy

Continued on page 68

Retailers Before Federal Government

Premier King and Cabinet Members Give Sympathetic Hearing to Retailers' Views re Sales Tax and Other Important Matters— Premier Outlines Attitude of the Government Toward Retailers —Ask Suspension of Marking Act

By Ottawa Representative of Hardware and Metal

PREMIER King and his Cabinet colleagues extended a most sympathetic hearing to a large delegation of retail merchants, representatives of various parts of Canada, who waited on them in the parliament buildings to set forth their views concerning the operation of the sales tax, and other important matters.

"That the method of carrying out the provisions of the sales tax by the Department of Customs and Excise, be changed," was the wording of the resolution, presented to the premier.

Re-Cast Sales Tax Act

It was distinctly and emphatically pointed out by E. M. Trowern, secretary of the Dominion Board, Henry Watters, and other spokesmen for the retail merchants, that what was wanted was not a new Act, but proper adherence both to the letter and spirit of the regulations already in operation. They asked that the meaning of the Act be more clearly defined. The intention of the Act, they understood, was that the tax be applied only to manufacturers and importers. With this they found no fault; it suited them admirably, but the wording of the Act was so clouded, as to render it unintellibible. What they wanted was a re-casting of the Act, so that it might be clearly understood by everybody.

While no definite promises were made, the Premier stated that he was pleased the Retail Merchants' Association had taken the matter up with him and had offered their counsel and advice. Mr. Watters seized upon this opportunity for pointing out the necessity of having the fullest co-operation between the Association, as representative of the retail trade of Canada, and all departments of the Government, especially the Department of Trade and Commerce.

Ask Suspension of Marking Act

In reply to Mr. Watters, the Premier, said:—

"I think you will find us, while not perhaps at all times in accord with your views, at least sympathetic with the great body of retail merchants. This is going to be a government for the people."

The delegation requested that the operation of the Marking Act governing the marking of the country of origin on imports, be suspended. This Act was recently postponed, until the end of the coming session of parliament.

Other matters discussed with the government were as follows:—

The abolition of the fees for the inspection of weights and measures as far as the retail trade is concerned.

That the amount which was collected by the Government from automobile dealers throughout Canada, when the luxury tax was removed, and which amounts to about one million dollars, be refunded.

That the duties now performed by the Gold and Silver Marking Act Inspector be extended so as to include the prosecution of those who advertise goods falsely in any line of retail trade.

Brenner's Income in 1920 Was $200,000

Investigation of Affairs of Defunct Metal Firm of N. Brenner & Co., Toronto, Reveals Big Dealings In Metal and Exchange With British Munitions Board and Other Firms—Large Brass Shipment of Inferior Quality

A GREAT deal of evidence is being taken in the hearings of the case in which Nathan and Meyer Brenner and G. Blackford are charged with fraud, conspiracy and theft of $700,000 in connection with the assignment of the metal business known as N. Brenner & Co., Toronto, with whom metal dealers in Canada, the United States and abroad had had considerable dealings.

The statement produced and accepted by Brenner showed that he had withdrawn $246,616.55 and had paid out for the company $80,467.32, leaving net drawings of $166,149.23. Leaving out the profits on merchandise, Brenner admitted making about $400,000 in United States money on exchange. Between $30,000 and $40,000 ring profits were also made. He claimed that when he ceased drawing money from the company in August, 1920, the affairs were in good shape. Subsequently the market in exchange became unfavorable and some losses resulted. Brenner claimed that he paid the losses himself, instancing one case of a cheque for $31,367 drawn in favor of Zimmerman & Forshay, New York.

Regarding Nathan Brenner's old book accounts, Meyer Brenner said the company did not take them over. His father was debited with them in "accounts payable" and credited with them in "accounts receivable." There was a surplus which was paid over to his father. In the various instances where Nathan had deposited cheques sent to the firm, to his own private bank account, Meyer said that these represented goods he had sold from his father, the company not having purchased Nathan's old stock of merchandise.

Asked by A. C. McMaster, K.C., in reference to his statement at the bankruptcy proceedings that the firm of N. Brenner & Co., Ltd., were unable to take delivery of some metal from the Imperial Munitions disposal board because they had not the money, Meyer Brenner stated that they were not in a position to pay out five or six million dollars when they could not dispose of the brass. It had been previously stated that the material was inferior in quality.

BRENNERS SENTENCED

As we go to press word is received that the jury in the trial of officials of N. Brenner & Co., have found Nathan and Meyer Brenner guilty, the first on four counts, the latter on six counts. The accountant, Gordon I. Blackford, was found not guilty and was liberated. Sentence is deferred on the Brenners for a week.

Testifying in his own behalf Meyer Brenner sought to justify his action in taking certain cheques payable to the company and depositing them in his own private account, with the explanation that he considered he "owned the company."

Meyer Brenner, vice-president of the defunct firm of N. Brenner & Co., Ltd., Metal Dealers, Toronto, holding the bridle of one of the race-horses in the stable which he purchased at a cost of $25,000, the year in which the firm failed.

"Why do you say that when your father was holding the shares?" asked his counsel, A. C. McMaster, K.C.

"He was merely holding them for me," replied Brenner, adding that the company was formed with the object of starting him in business, but at that time his father considered he was too young to take full control. The witness said that at a family reunion attended by all the shareholders in the summer of 1919, his father had expressed satisfaction that the company was making profits and had told him that he was free to draw those profits at any time.

Counsel referred to Meyer Brenner's evidence at the bankruptcy proceedings, when he said he had nothing to do with making entries in the books. "That was not correct?"

"Not exactly."

Witness first received $75 a week remuneration as vice-president, manager and secretary. It was later advanced to $100.

Asked what his other sources of income were, he said, after hesitation, that he received moneys from his father, also interest on war bonds.

"What else?" "That's about all."

Under pressure from the crown, he admitted he owned several race-horses, having bought half of Giddings' stable. He had been "dickering" for the purchase of the stable several months before the assignment and completed it within a couple of months of date of same.

"How much did you pay?" "I agreed to pay $30,000."

"How much did you pay?"

Mr. McMaster objected, but the objecton was not sustained.

"How much did you pay actually?" "$25,000."

He paid a deposit and cleared off the balance during the racing season of 1921.

The crown reminded him that at his bankruptcy examination he had stated his only revenue, except his salary, was derived from racing.

"What was your income in 1919?" "I cannot remember."

"What was your income in 1920?" "$175,00 to $200,000."

Winners in Hardware and Metal Xmas Window Display Contest

Following are the prize winners in the 1921 Hardware and Metal Christmas Window Display Contest. The eight cash prizes will be mailed to the winners, who are congratulated in securing prizes in what was probably the largest and most keenly competitive contest ever conducted by Hardware and Metal. It will be noted that the displays in places under 5,000 population rank very creditably alongside displays by merchants of the larger centres. Every photograph received was given very careful consideration and received fair judgment.

PRIZE WINNERS—Places 5,000 and over

First Cash Prize—G. Matheson, Mills Hardware Co., Barton St. Store, Hamilton, Ont.

Second Cash Prize—E. Rahn, Bond Hardware Co., Guelph, Ont.

Third Cash Prize—E. H. Braden, Otton Hardware Co. Ltd., Barrie, Ont.

Fourth Cash Prize—Alex. Baillie, Sumner Co. Ltd., Moncton, N.B.

Honorable Mention—E. Babineau, Sumner Co., Moncton, N. B.; Miss Dickson, Sumner Co., Moncton, N. B.; B. Caplan & Son Hardware Co., Queen St. E., Toronto; Wm. Haire, Tourtellot Hardware Co., Pt. Arthur, Ont.; Mr. Moore, Hewitt & Black Ltd., Medicine Hat, Alta.

PRIZE WINNERS—Places under 5,000

First Cash Prize—C. H. Johnston, Gibb, Brown & Odell, Ltd., Hanna, Alta.

Second Cash Prize—G. P. Eldridge, Geo. W. Ecclestone Ltd., Bracebridge, Ont.

Third Cash Prize—Adamson Hardware Co., Orangeville, Ont.

Fourth Cash Prize—T. S. Tait & Son, Campbellford, Ont.

Honorable Mention—Rutherford & Kayser, Simcoe, Ont.; H. C. Curry Falconer Hardware Co., Orangeville, Ont.; R. T. Holman Ltd., Summerside, P.E.I.; Ecclestone & Bates Ltd., Bracebridge, Ont.; Manly's Hardware, Grand Forks, B.C.; G. A. Culbert, Johnson Bros., Boissevain, Man.; J. McIntyre, Whitby, Ont.

HARDWARE & METAL

"Canada's National Hardware Weekly"

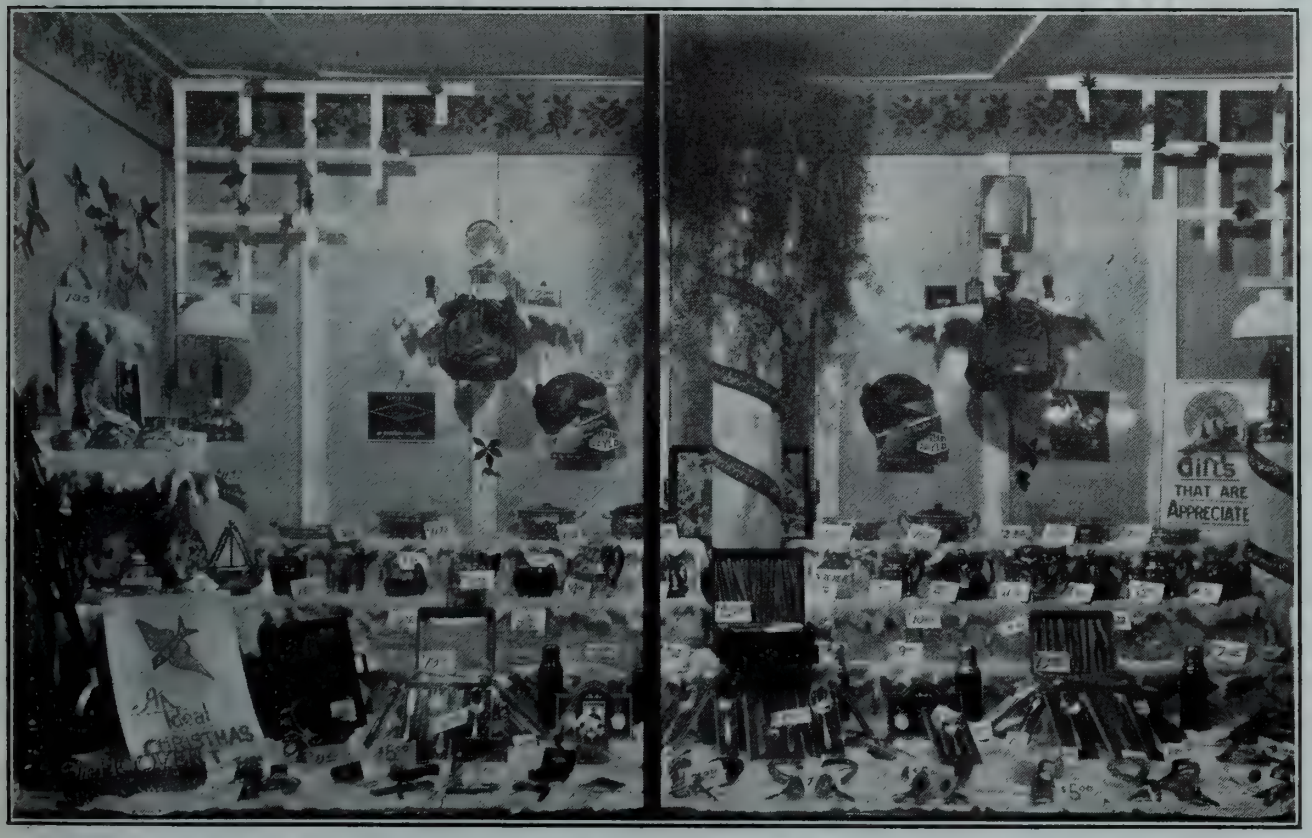
143-153 University Avenue
Toronto, Canada

Montreal Branch, Southam Bldg.
Winnipeg Branch, Confederation Life Bldg.

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

FIRST PRIZE WINDOW—OVER 5,000

This window display of Christmas goods which won first prize in the group including places of 5,000 population and over in the 1291 Hardware and Metal Christmas Window Contest was dressed by G. Matheson, Mills (Barton) Hardware Ltd., 425 Barton St. E., Hamilton, Ont. This display was claimed to be a large producer of business last Christmas. Unfortunately in this and all other reproductions, some detail evident in the photograph is lost in the process of halftone.



FIRST PRIZE WINDOW—UNDER 5,000

This entry which received first prize in the 1921 Hardware and Metal Christmas Contest for the group representing towns of less than 5,000 population, was dressed by C. H. Johnston of Gibb, Brown and Odell, Ltd., Hanna, Alberta. It represents a tastefully arranged display comprising a wide range of suitable gifts without any appearance of overcrowding. Price tickets on each article greatly increased the selling value of the display. The window is entirely enclosed with suitable trellis work arranged in the upper corners. Cotton batting depicts snow.

A new store front was recently added to the Walker Hardware Co., Belleville, Ont., and the present modern appearance of the store is shown herewith. This store formerly had the oldest store front on the main street of the city and it is an interesting indication of the value of window displays and appearance that though this store has been in operation for some years in Belleville, many new customers have been made since the front appearance has been made more inviting. Good use is made of the display facilities now afforded in the showing of seasonable lines. In the above display is shown a group of winter automobile accessories including mats, chains, tools, batteries, etc. In the other window is shown an arrangement of ammunition.

Sells Fifty Cars of Cement Annually

Purely Retail Business in Cement Trade of Walker Hardware Co., Belleville, Ont., Approximates a Car a Week—Educating Farmers to Various Uses—Avoids Tendering on Quantity Work—Separate Warehouse Removes Common Objections—Selling Barn Paint to Farmers

TO HAVE worked up a retail cement business which now has attained to a volume of approximately a car a week, has required some careful merchandising on the part of the Walker Hardware Co., Belleville, Ont. In discussing with Hardware and Metal some of the circumstances concerning the establishment and growth of this line of trade Charles Hanna a member of the firm and who has also the honor of being mayor of the city, outlined some interesting points.

The cement business done by this firm is purely of a retail nature and no attempt is made to enter into the highly competitive contracting branch of the business. By thoroughly cultivating the regular customers of the store, and particularly the farmers, a business has been developed which calls for approximately fifty cars of cement per year.

Plaster, lime, etc., is handled in conjunction with the cement business and a separate building has been set aside as a warehouse for these and kindred lines. An illustration of the building interior is shown elsewhere, indicating the size of the stock of cement, plaster, lime, etc., which is kept available for immediate business.

Educating Rural Customers

Some time ago, when the cement business was in the primary stage in this store it was found that much educational work could be done with the rural customers as to the uses for cement and methods of handling it. To a large extent this work still continues where new prospects are involved, but with the knowledge which has been passed on to them on this subject by the store in past years, many of the regular customers have become thoroughly acquainted with the uses of cement, the quantities required and how to handle it, so that they now come to the store and order just what they require.

Literature provided by manufacturers concerning the use of cement is kept on hand to be passed on to prospects desirous of such information but under the coaching of the store salesmen in recent years, it is found that there is not now much call for such literature.

"Not one in ten of our cement customers now ask about the method of mixing it," said Mr. Hanna, adding that occasionally some questions are asked concerning the advisability of using this product for new purposes around the farm.

An indication of how busy this store is kept filling orders for cement is the fact that between forty and fifty of the two hundred odd farmers who visit the store on an average Saturday are purchasers of cement in some quantity whether large or small. Delivery is made by motor truck within the city limits and an indication of the delivery activities of this firm is seen in the fact that the truck covers fifty miles daily. This is considerable for a city the size of Belleville. Farmers who buy cement or other requirements attend to the matter of delivery themselves and in many cases delivery of cement is made right from the car on the railway siding to save trucking it to the warehouse and having to re-load it.

Half a Car Kept on Hand

Due to this plan of delivering considerable quantities of cement direct from the car there is an average of only half a car kept on hand at the warehouse. In order to facilitate matters, Mr. Hanna sees to it that cement orders are grouped just prior to the receipt of a car, so that the greater part of the shipment can be delivered direct from the car. A short time before the car is due he gets

in touch with all prospects and generally finds that they are sufficiently ready to take away their requirements direct from the car when it is opened.

The uses of cement on the farm are numerous. The management of this store suggest it for troughs, fence posts, fence post settings, floors, driveways, walks, etc., and complete details are available from each of the store salesmen concerning the method of procedure in accomplishing the use of cement for any of these purposes. As result of this educational effort farmers in Belleville district find they can almost constantly find a use for cement and new uses are constantly being discovered. Most local farmers now keep a supply on hand for various odd jobs and have become quite expert in handling it.

Charging For Bags

A common complaint in the handling of cement is the loss of bags and consequent loss to the merchant for bags not recovered. This difficulty was experienced by the Walker Hardware up until a short time ago when the policy of charging for cement was altered. Where formerly the buyer was trusted with the bags and only charged when he did not return them, it was found that money was lost due to the fact that buyers were lax about returning the bags and were more lax about paying for a bill charging them with a certain amount for bags not returned. Such accounts were known to stand on the books for months and no settlement forthcoming because the purchaser did not look upon it as a just charge for value received. This plan has now been changed and today the purchaser of cement pays an extra 5 cents per bag when buying his cement and this charge is credited to him.

Have You Had This Experience?

Readers of Hardware and Metal will, no doubt, appreciate the sentiment expressed in the following letter which was received by Mr. Weldon, President of the S. Hayward Co., St. John, N.B.:

> Dear your of Jan 25 receved with statement wich i call right but the 10 Days draft i must to say so right down i do not see my way to do so, as you say cannot do business without money and i cannot paid without money you may not know how it is over here at the present time it is hard for me to sue but i will do it soone if no change ge give up business and get to Hell out to here do the Best you can so i will do the same.
>
> Hardware Merchant

No complaint is forthcoming when it is pointed out that the charge covers the cost of the bag, and there is more desire on the purchaser's part to return the bag when he knows he is to get a credit for it.

No Tendering

The cement business of this store is confined to retail trade of the nature outlined. Many opportunities have been presented for tendering on large quantity business for highway and other such work, but this business has been carefully avoided due to the fact that price cutting is the usual feature of such tendering and it is the opinion of Mr. Hanna that should low price tenders be made on such work and local building contractors and dealers find out about it there might be some disposition among them to hold out for similar prices. In order to avoid any such complications which might interfere with the usual run of retail cement trade in this store, such tendering on quantity business is avoided.

The use of a separate building for cement, plaster, lime, etc., is recommended by Mr. Hanna, as a means of overcoming one of the common objections to t handling of cement, namely, the circulation of the dust throughout the store. A separate warehouse is also kept for handling glass.

This store is carrying an average stock of $40,000. In discussing business conditions, Mr. Hanna pointed out that the turnover of this business has suffered very little recently. More aggressive selling effort has resulted in the opening up of several new accounts and considerable hardware has been sold to the engineers who are working on highway construction in Belleville and district. Mr. Hanna thinks business will be much better toward spring when a building boom is expected to materialize. While predictions have frequently been made concerning a building boom and such has not followed it is pointed out by Mr. Hanna that enquiries now being made by customers indicate that a stim-

The separate warehouse for cement, plaster, lime, etc., as used by the Walker Hardware Co., Belleville, is shown herewith. A fair indication of the stock maintained is shown herewith. The separate warehouse concentrates the dust from the handling of these lines and keeps it away from the store. Much of the cement sold by this firm is never housed in this warehouse, it being delivered to customers from the car on the railway siding. It is the job of one man to maintain the records of stock on hand, empty bags returned, and deliveries and receipts.

ulation of building is to be expected after the winter is over.

While it has been noticed that customers are following more closely the "shopping" habit now than formerly, it is held that such customers still place service on a level of equal importance with price and in service this store endeavors to specialize. The salesmen go to almost any lengths to give the unique service which builds permanent trade. Farmers in this district, as in others, are somewhat restricting their buying in the hope that hardware prices will decline further.

A splendid paint year has been experienced by this store. A feature of this business has been the fact that whereas ready mixed paint was at a disadvantage through costing more than the lead, oil and other component materials bought separately, the recent declines on ready mixed paint have stimulated its sale until now it is bought in preference to the separate materials. Particular steps have been taken to educate farmers along the line of false economy of neglecting to paint barns. It is common to see many barns which have never had a drop of paint and the owners of such property are absolutely ignorant of the surface saving value of paint. A special campaign was conducted to reach these property owners and as a result thousands of gallons of barn paint have been sold. Advertising, demonstration by samples in the store and service work in the way of estimating requirements and showing correct method af application were the means employed in this campaign.

In meeting current problems of the retail hardware trade Mr. Hanna points to the necessity of buying carefully. By this he does not mean to curtail buying to the danger point, but to buy the goods for which there is a ready sale and then make every effort to move them rapidly. "Keep the stock up to requirements because this is the only way to give service which retains customers," says Mr. Hanna.

Meeting Mail Order Competition

Dealing with mail order competition in the district Mr. Hanna pointed out that the biggest difficulty in this connection is to establish what people are doing the buying from mail order houses. In some cases customers split up their buying between the local store and the mail order houses, taking advantage of the special prices offered by each. When he suspects a customer of following this plan Mr. Hanna will point to some article and question them as to what price the mail order catalog is quoting in it, taking care not to mention the mail order "leader" which is specially priced to act as a bait. Then, by comparison, he can generally establish in the customer's mind the idea that apart from the "leader" which is quoted in the mail order catalog the prices of the latter are equal or greater than those quoted by the local hardware store. When this has been pointed out Mr. Hanna asks for an opportunity to quote on the whole order the next time one is available, assuring the customer that no loss will be experienced and that probably a saving will be effected in prices, to say nothing of the more rapid delivery and the advantage of seeing the goods before the purchase is made. This has generally been sufficiently effective to offset mail order competition once the prospect has been forced to admit that he has been a mail order customer.

Cash Basis Increased Week's Sales $573

Sales Records of Carter Bros., Picton, Ont., Show Substantial Increase in Trade Since Adoption of Cash Basis—Recent Three Days' Trade Totalled $864, A Goodly Sum for a Country Hardware Store in a Small Town—Linking up With Local Movements

GREAT success is claimed to have resulted from the adoption some time ago of the strictly cash system of conducting business by Carter Bros. Hardware, Picton, Ont. An announcement was made in Hardware and Metal some months ago when the new system was introduced by this firm, and Mr. Carter now advises that the results have much exceeded expectations.

Speaking of the new basis of conducting business, Mr. Carter states, "It is really wonderful the success it has been, and where as we looked for a slump in business when we started it and were quite prepared to meet it, it has been a wonderful surprise to see the great increase in sales it has brought forth."

Mr. Carter takes a close interest in the local Poultry Show, arranging a special sale on this occasion. Some clippings from the Picton newspaper commenting on the success of the Cash system in this store appear elsewhere in this article. In regard to the clippings dealing with the Poultry Show Sale days, Mr. Carter draws attention to the fact that these go to show how business can be stimulated the very dullest season of the year by promoting a plan of this kind.

"Our sales for the three days of the show were $864.08," said Mr. Carter, "which is a tidy sum to be taken in by a country hardware store situated in a small town like Picton. Ordinarily the sales for these days would amount to about $180 at this time of year so the extent of the increase is at once apparent."

Mr. Carter has taken much interest in the Prince Edward Poultry Ass'n, since its inception some years ago and for the past two years has been president of the organization. A glance over a local newspaper at the time of the last show reveals the fact that all local merchants lend their active support and link up with the affair in their advertisements. An ad by Carter Bros. on that occasion is headed Poultry Show Sale . . .dates . ., Bigger and Better than ever before. We are offering on Poultry Show Days our entire stock at great reductions. Coming as it does just at inventory taking, in-

1. "Carter Bros. have great cause to congratulate themselves on the success of their first Poultry Show Sale under the new cash system, as on the first day alone they waited on 216 customers more than on the first day of their sale last year, and their sales exceeded the combined cash and credit sales of that day by $155.62. And the public is well aware of the crowds they waited on, on the second day, which was the day their Agate Ware Sale took place."

2. "Carter Bros. have great cause to congratulate themselves on their Christmas trade under their new cash system, as it exceeded all former years by long odds. Last Friday they waited on 71 more customers than on the corresponding Friday of a year ago, and their sales were $192.19 greater, and the following day, Saturday, they waited on 129 more than on the Saturday of a year ago, and their sales for the week totalled $573.17 over the week of a year ago."

3. "There is music for the merchant in the jingle of his cash register, and Carter Bros.' cash register jingled a merry tune all day last Saturday, and when the music ceased at night they found they had waited on 379 customers, an increase of 107 over the corresponding Saturday of a year ago. Taking into consideration that Carter Bros. were doing a splendid business last year, last Saturday made a remarkable showing for them."

"Possession is Nine-Tenths of the Law"

The plan of displaying kitchen utensils, electrical goods and other household lines on long narrow display tables among which the housewife may wander at leisure and handle the various lines shown, has been proved to be highly successful by A. R. A'Bear, hardware merchant of Montreal. Mr. A'Bear knows that allowing customers to handle the actual merchandise stimulates the desire for possession. It has been said that "goods well displayed are half sold," but Mr. A'Bear goes one better and sees that every facility is provided to allow customers to handle the article in which they are interested. There is a difference between possession and ownership, but when the law looks upon possession in such an important light, this merchant realizes that it means something in selling merchandise.

duces us to offer bigger reductions than otherwise would be possible."

Picton merchants find that active co-operation with an affair of this kind helps stimulate trade and Mr. Carter has found it of outstanding value as evidenced by the figures.

4. "Their new cash system is putting Carter Bros. off to a good start for the New Year, as last Saturday they waited on 253 customers, an increase of 66 customers over the corresponding Saturday of a year ago, while their sales were $43.88 greater. Carter Bros. are proving to the entire satisfaction of their customers that a firm that buys for cash and sells for cash, can and does sell cheaper, than firms that are burdened with bad debts, bookkeeper's salary, costly ledgers, account paper, postage on accounts, etc."

Some indication of the success which is attending the use of the Cash system in this store is found in the paragraphs shown on this page as taken from various recent issues of the local newspaper in Picton.

These reveal some interesting facts including the following:—On the first day of the Poultry Show sale 216 more customers were waited on than on the first day of the sale last year and an increase of $155 was made in volume of business. Christmas trade was greatly stimulated, 71 more customers being waited on on one day than on the corresponding day the previous year and and increase in sales of $192. Sales for week prior to Christmas amounted to an increase of $573 over the corresponding week in 1920. A recent Saturday's business showed 379 customers waited on, an increase of 107 over the previous year. This latter figure and the returns for the week after Christmas indicate that this was not merely an increase in Christmas or other special trade, but that a steady increase in general business from day to day is taking place in this store.

5. "It was wonderful trade Carter Bros. was favored with during Christmas week, exceeding as it did by $573.17 the corresponding week of a year ago. And after enjoying such a great week's trade they fully expected that last week would fall away below zero, but not so, as they waited on 212 more customers than on the corresponding week of a year ago. And despite the big snow storm of last Saturday, they waited on 58 more customers than on the Saturday of a year ago and their sales were $34.85 greater."

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, FEBRUARY 11, 1922

Progress in Display

A SURVEY of the photos of Christmas window displays as entered in the 1921 Hardware and Metal Christmas window contest, indicates that gradual improvement is being made in window dressing by hardware merchants. The entries revealed the fact that more attention is being given to the fundamental principles of window display and the result has been windows that are more pleasing in arrangement, which include some element which commands attention from the passer-by and which subsequently arouses buying interest. The windows indicate that ability to sell goods has been the principle on which they have been arranged. This appears particularly to be the case with displays from merchants in smaller centres, those of less than 5,000 population. Comparing both sets of entries it would appear as though merchants in the smaller centres were making more progress in display than their brothers in the larger centres.

Fake Directory Schemes

A NATION-WIDE swindle involving over a million dollars and of which business men are the victims has just been brought to light as outlined elsewhere in this issue. As it is possible that the large plunder secured may tempt others to try similar schemes in this country it is well that the trade should be made acquainted with the modus operandi adopted.

The operator, a well dressed businesslike man, calls upon a firm with a dummy directory, (which turns out to be a bogus one), in which appears an advertisement of the firm in question. He asks for payment. If the order is questioned a signed contract is produced, the signature to which has been obtained by one of several fraudulent methods. In most cases however the presentation of the printed advertisement is sufficient to lull suspicion and the amount demanded is paid.

The scheme is not a new one; it was worked for a time in England some years ago, but for much smaller amounts—usually two or three dollars—on the pretence that the firm's name was to appear in larger type in a directory, which of course was a mythical one.

It should be borne in mind that no honest publisher of a directory will require payment without full investigation where any suspicion exists in a customer's mind. Where doubt arises business men are warned to investigate thoroughly before making payment for advertising space.

Solving Trade Problems

RETAIL MERCHANTS generally benefit to a considerable extent by participating in conventions where subjects of a practical nature are dealt with and where there is in attendance a sufficiently representative gathering to make valuable the interchange of ideas and thoughts. Especially under present conditions is it of value for retail hardware merchants to come together to discuss problems and establish certain effective ways of meeting to-day's problems. To make a convention of this kind it is necessary for every eligible merchant to attend and give thought to the questions to be dealt with. A glance through the program of the forthcoming annual convention of the Ontario Retail Hardware Association, as found in this issue, will indicate to hardware merchants that the trend of thought at this gathering will be such as to help any hardware merchant whether his business be small or large. It therefore remains with the merchants themselves as to what measure of success the convention will achieve. For the benefit of all concerned it is to be hoped there will be a large and enthusiastic attendance.

Hardware merchants have numerous problems on their hands to-day, such for instance as policies to be followed on a declining market in order to secure maximum business with minimum risk; the relation of various branches of trade to the readjustment process in view of public sentiment; wages of employees; cost of doing business, giving service, new lines, advertising, collections, success or otherwise of cash business, etc. These and a large number of other topics require a good deal of thought and each merchant's individual problems will also be brought before the delegates at the convention for an expression of opinion.

The Sales Tax

A NUMBER of recommendations will come before the next session of Parliament which is to assemble on March 8, and to the trade one of the most important matters will probably be that of the Sales Tax. While in principle this form of taxation is as acceptable as any form of taxation could be, yet there are many loopholes in connection with the regulations under which it is imposed which permit of a good deal of misunderstanding.

Recent articles which have appeared in Hardware and Metal on this subject have set forth views of retailers, wholesalers and manufacturers on this question and it is apparent that there is a great need for some definite line of action to be established and followed throughout. At the present time some manufacturers are absorbing the Sales Tax while others are not, the same applies to many wholesalers and retailers. The way it works out the retailer generally has to absorb a goodly portion of the tax and this is contrary to the original regulation in which the government made it clear that the Sales Tax was to be passed on to the consumer. Certain manufacturers who are passing on the Sales Tax, as they are expected to do, complain that the practice of other manufacturers in absorbing it as an added incentive for business are establishing a precedent which makes it hard for them to do business. The retailer in turn objects to having to absorb a tax which the government wishes passed on to the consumer and when this objection is raised, certain manufacturers come back with the argument that retailers as a class are making a larger percentage of profit than are the manufacturers and that they can afford to absorb this Sales Tax. One manufacturer discussing this matter with Hardware and Metal this week pointed out that in a recent investigation the retailer was shown to be making a very much greater percentage of profit than was the manufacturer.

A great deal could be said on this phase of the subject but it is unnecessary as the question of margin of profit does not directly bear on the question of how the Sales Tax should be handled. The equitable way for the tax to be dealt with is to pass it on to the consumer as the government intended it to be. Everyone is a consumer and will pay a fair portion of taxation according to what they buy. It is to be hoped that a thorough airing of the question will result in some satisfactory action at the next session of Parliament.

Fake Directory Scheme Run to Earth

Ringleaders in National Directory Frauds Indicted by Grand Jury—Five Men Arrested on Charge of Mulcting Million from Directory Advertisers in Many Cities

IF AT any time during the past twenty-five years your firm has paid forty, seventy-five or several hundred dollars to a business directory publishing house merely to honor your signature to a contract for advertising space which the officer signing did not recollect ordering, and of which no record could be found—you were possibly one of thousands who have been victimized to the estimated extent of more than a million dollars by a ring of alleged directory swindlers who have waxed rich on their spoils through a generation.

It has remained for the vigorous administration of the New York District Attorney, Joab H. Banton, at the request of the National Vigilance Committee, to take action of a decisive nature by rounding up five men, known in eminently respectable business and social circles in New York and Brooklyn, who are alleged to be the "higher-ups" in this nation-wide scheme which is believed to have bled unsuspecting business men in the name of advertising. Incalculable injury to the legitimate directory publishing business has resulted from the practices against which action has been taken. In the past, legitimate directory publishers had themselves spent thousands of dollars to fight these practices with which they were, as competitors, almost powerless to cope.

Under the keen direction of Assistant District Attorney Jerome Simmons, who had charge of the investigations for the State, the intricate phases of the alleged fraud were uncovered one by one. It was the privilege of the National Vigilance Committee of the Associated Advertising Clubs of the World to aid Mr. Simmons in many ways. When arrests were made every New York City newspaper gave a front page column or more to the story. Newspapers in scores of other principal cities carried similar stories.

The Men Arrested

Three brothers by the name of White and a partner, William B. Orr, were indicted by the New York County Grand Jury and arrested on December 30th, 1921, on charges of Grand Larceny. The White brothers are James H., Michael, and John F., all of New York City. William B. Orr is a resident of Brooklyn. These men did business under the name White, Orr & Co., at 156 Fifth Avenue, New York City, where they published a book known as "Reference Register." It is alleged that they collected every year on advertisements in this book although two issues only were published in the last four years. The book also contained advertisements of financial and commercial firms of high standing which had never been ordered nor paid for by the advertisers.

Arthur B. Bowen, one the principals in the alleged fake directory scheme—but operating independently of White Brothers and Orr—was indicted and arrested several weeks ago. His arrest was kept secret until the others could be apprehended. The charge against Bowen is forgery, alleged to have been accomplished by altering an innocent signed paper into a contract for advertising space in a directory which never existed. Bowen's arrest was made by Detective Joseph A. Daly, of New York Police Headquarters, in charge of detectives who worked on the case, when he discovered a hunchback negro in a little job printing shop in Harlem by whom it is alleged Bowen had advertisements printed and additional lines printed on signed slips to be collected.

Among the business directories, under spurious publishers' names, on which it is alleged fraudulent collections have been made in various parts of the country are: Randall's Commercial Register, Lockwood's Reference Directory, Cushing's Directory, Livermore's Lexicon of Financial Firms' Howard's Handy Guide, Lloyd's Industrial Record, Parker's Annual Business Manual, McMillan's list of Manufacturers, Norcross Reference Book, Plymouth List of Jobbers and Odell's Official Directory.

An Ingenious Scheme

The mulcting scheme in which it is charged the Whites, Orr and

(Continued on page 50)

ADVERTISERS COMPLIMENTARY BOOK ORDER
PHILLIPS' BUSINESS DIRECTORY

.....191 in accepting a FREE Copy of.....
we hereby agree to keep same in a conspicuous place for public use.

In accordance with this agreement it is understood that the advertising matter authorized by us for representation and for which we contracted, must appear in this publication, edition for 191.., upon presentation

Name of Firm.....
Per.....
Address.....

The form signed by business firm before alleged alterations.

PUBLISHER'S AUTHORIZED ADVERTISING CONTRACT

In accordance with this agreement it is understood that the advertising matter authorized by us for representation and for which we contracted, must appear in this publication, edition for 1919-20, upon presentation will pay Fifty Dollars.
Book not included.

Name of Firm, SMITH, JONES & CO.

Space, page. **Per E.L.S.**
New York, 8/4, 1918. **Address, 60 B'way, N.Y.**

The signed form changed to "advertising contract" but cutting off top and printing in new lines.

Stains and Varnishes
With Every Stroke

Nine Colors:

Light Oak
Dark Oak
Mahogany
Walnut, Cherry
Green Amboine
Rose Wood
Natural and
Ground

THE CANADA

Makers of the famous "Elephant

MONTREAL TORONTO HALIFAX

Sun Varnish Stains

Most Varnish Stains Look Alike—In the Can

But there's a world of difference sometimes where the finished surface is concerned.

It's there that Quality counts. And Quality in Varnish Stain is altogether a matter of Appearance, Durability and Ease of Application. Sun Varnish Stain excels in all three.

It is therefore the safest varnish stain to recommend for a "touching up" of odd corners, as well as for a complete renovating of old shabby floors, furniture or woodwork.

Sun Varnish Stain varnishes and stains at one operation and correctly reproduces the beauty of the natural wood.

If you are a C.P. agent, see to it that you are never short of a good stock of this widely known and popular Varnish Stain. If you have yet to learn the big selling possibilities of this and other Canada Paint Products, write our Montreal Office for detailed particulars of the C. P. agency offer.

"Save the surface and you save all" *Paint & Varnish*

PAINT CO., LIMITED

Brand" Genuine White Lead

WINNIPEG CALGARY VANCOUVER

SOME FACES WHICH WILL BE SEEN IN HAMILTON NEXT WEEK

Some of the officials of the Ontario Retail Hardware Association are shown here including left to right, R. Hawkins, of Smiths Falls, Geo. May, vice-president, Toronto, Ed. Wanless, Chatham, Nelson Mills, President, Hamilton, W. F. Macpherson, Prescott, Secretary, F. B. Smith, Belleville, John Caslor, Treasurer, Toronto.

FAKE DIRECTORY SCHEME

Continued from page 47

Bowen and their agents have been engaged, while old in concept, has been somewhat ingenious in application. It was particularly well designed to evade detection and identification of the principals.

Checking accounts were opened at various small banks in New York and New Jersey in fictitious names and checks made out to them were collected through these accounts, it is alleged. Assistant District Attorney Simmons found that under the names of Alexander Livermore and Benjamin Knapp, more than $30,000 was cleared through an Edgewater, N. J., bank in about 16 months. This money was then checked out to enrich Orr, the White brothers and their agents.

Serious Losses to Advertisers

Investigation showed that numerous firms have been victimized to a serious extent through payments for directories which have never existed. A paint and oil company in New York, when approached by an investigator, searched its files for only 18 months back and found receipts and cancelled checks for advertising space in various spurious directories aggregating almost $3,000. All of these were identified by the investigator as fraudulent.

That the operators of this kind of scheme find graft easy is shown by marginal notations upon some of the used "order blanks" in the possession of the District Attorney. A series of these bear the rubber stamp of a New Orleans lumber merchant, with the signature of his secretary. The slips bear dates of February, 1907, and call for amounts of $700, $640, $510, and $1,000. Upon the $700 order is this pencilled notation: "Signature O. K. Soft."

Written in ink on another order is this: "Have agent discontinue calling. Signature O. K. but don't like price. Too high. Will cut to $500, and keep between it and $600."

But conditions evidently changed for a later order bore this pencil message: "Make it $1,500. Soft."

According to accomplices in the scheme, who have confessed to Mr. Simmons, signatures were obtained originally by getting signed requests for a free directory or a signed order for listing a name in the directory.

Turned Signed Forms Into Contract

After obtaining an original signature, the signed paper was altered by the ancient but convincing process of cutting off a printed line at the top and by printing in new lines, such as, "Order for Advertising Space," or "Publishers' Advertising Contract," and other phrases essential to the alteration in space left for the purpose. One of the witnesses before the Grand Jury was a man who is said to have actually seen James White alter the signed slips and who himself, at White's direction, filled in amounts to be collected time again by getting the victim to ed. Signatures were obtained time and sign a blank form on the excuse that it must be returned to the collector's office to show that collections had been regularly made. Such form was called a "Has Paid Voucher."

It is alleged that "Phillips Directory," a small but legitimate publication, bought by the Whites some years ago, was used to get signatures on orders which were later altered and collected upon in various amounts—depending upon the commerical rating of the firm and the ease with which it could be parted from its money by the system employed.

Studiously avoiding use of the mails, great pains were taken by collectors to avoid arrest or serious consequences if arrest occurred. The "collector" always travelled with an "outside" man who carried all the signed papers and receipts to be covered in the day's rounds. The collector carried only his one victim's signed "contract," a receipt and the directory. The book he carried was probably the only one in existence. Thus equipped, he was ready to show the victim his page or half-page advertisement, which in fact had been specially printed and pasted in the book. It carried also many advertisements of prominent houses which were not paid for but were inserted to create an atmosphere of respectability for the book. If the victim became suspicious, the collector withdrew, saying that he would have the office write about the matter. He then returned the signed contract to headquarters and advised that it be killed.

Alleged Principals Evaded Custody

If a collector at work was ever arrested the papers and book in his possession made slim evidence on which to base a criminal charge and yielded no trace of the collector's employers or associates. In fact, as far as is known, few of these agents have ever been in custody. Michael White was arrested in Dallas, Texas, in 1915 with a coworker named J. Mack, but could not be held because of lack of evidence. It is said that an operator in Elgin, Ill., was forced to flee across the prairies to Chicago, to escape arrest by the local police. In San Diego, Calif., many years ago the authorities met with greater success by arresting an agent named Fleischman who carried on his person incriminating evidence leading to a sentence of 5 years in San Quentin.

Final Plans For O. R. H. A. Convention

Lieutenant-Governor Cockshutt to Address Delegates at Banquet Tendered by Manufacturers—Merchants Much Interested in Broad Range of Helpful Questions to be Discussed.

The growing importance of Hamilton as an industrial and business centre is somewhat indicated by the improvements and additions being made in the rail and road approaches to the city. The above picture shows the new high level bridge on the left, which has just been completed, and it also shows the other numerous approaches to the city from the north-east.

IT IS HOPED that when the opening session of the 17th annual convention of the Ontario Retail Hardware Association is called to order on Tuesday morning next there will be a large attendance of hardware merchants to take advantage of the many social and educational facilities which have been provided. The program which will be followed throughout the four days of the convention is shown in this issue and a glance over the wide range of subjects to be dealt with will prove conclusively to any retail hardware merchant that the convention should prove of real and direct benefit especially under prevailing conditions.

When in Hamilton this week Hardware and Metal was advised that the manufacturers who are conducting the banquet on Thursday evening of the convention, have succeeded in their endeavors to have the Lieutenant-Governor Cockshutt of Ontario give an address. This will be but one of the many important features to be introduced on that occasion.

Interest in Questions

The list of questions which have been prepared for discussion in the sessions devoted to Question Box have brought forth much favorable comment from retail hardware merchants in various parts of Canada. Many of these merchants undoubtedly wish they had the opportunity of attending the convention to take personal part in the discussion, but they will be given as much information as possible through Hardware and Metal.

Each afternoon will be devoted to visits to the exhibits at the armories and this is expected to be an important feature in bringing about closer acquaintances between retailers and manufacturers as well as to give the trade an opportunity of examing samples of lines being offered.

Apart from the convention, visiting retailers will find Hamilton a city of much interest. It is particularly well suited for a convention of hardwaremen in view of the outstanding importance of its large number of industries engaged in the hardware and metal trades. Opportunity will be given for visits to be paid to certain of these plants. The location of the city is also such as to encourage the attendance of a large number of retail hardware merchants from all parts of the province. Hamilton is very centrally located as regards the most thickly settled trade centres of Ontario and it is therefore in close proximity to the greatest number of merchants.

Apart from the industrial and business aspect, Hamilton is attractive from the standpoint of local beauty and the city boasts of good hotel accommodation, theatres, restaurants, etc., so that the social requirements of delegates will be well cared for.

The city is an important terminal for radials, railways and water transportation. Recent development provides for the reclaiming of a great amount of land to be used for industrial purposes on the water front and this will increase the city's importance as a manufacturing and shipping centre.

At present Hamilton has industries numbering nearly five hundred and employing more than thirty thousand workers. Its manufacturers have stood the strain well during the recent depression and are now in a position to plan expansion in the future. Cheap electrical power through close proximity to Niagara has been an important factor in developing Hamilton's industries. From the standpoint of a home city Hamilton is not found wanting with its attractive residential districts and hospitable citizens. The retail merchants and others in Hamilton always do their utmost to make pleasant the visits of delegates to the O.R.H.A. conventions and so from every standpoint those attending the forthcoming convention are assured of a pleasant and helpful time.

DEATHS FROM IMPROPER USE OF EXPLOSIVES

"The improper use of explosives, caused 31 deaths and 73 injuries during 1920," remarked Lieut.-Col. G. Ogilvie, chief inspector of explosives, Ottawa, during an account of the operation of the Explosives Act of Canada. Sheer negligence, he said, was the cause of many accidents and recklessness contributed its share. "It is very fortunate for us," continued Col. Ogilvie, "that the supply of explosives, other than fireworks, is practically all from Canadian factories. Not only does this facilitate the authorization of the explosives put on the market, but, enjoying as we do the co-operation of manufacturers, we have benefited by their influence over their customers in matters relating to the keeping of explosives."

STEEL INDUSTRIAL CONDITIONS ABROAD

Halifax, N. S.—In an interview, R. M. Wolvin, president of the British Empire Steel Corporation, just returned from Europe, said that while in Germany and England he had been negotiating for sales of iron ore from the Wabana Mines, and felt the negotiations would result in satisfactory business in the future.

"In Britain business conditions have improved very greatly during the year, and British export trade is increasing," Mr. Wolvin said.

"In Germany there is little evidence of unemployment and the condition of the people seems reasonably satisfactory. The German Steel industry is working to about 60% of capacity, and would do better if it were not that Germany has to make deliveries of coal to France. Skilled workmen in Germany now receive 100 marks a day, equivalent to fifty cents in Canadian currency."

Program of 17th Annual Convention Ontario Retail Hardware Ass'n

February 14, 15, 16, 17th 1922, at Hamilton, Ont.

TUESDAY, FEBRUARY 14
Royal Connaught Hotel.

8.30 a.m.—Secretary's office, located on mezzanine floor, open for registration of members and guests, distribution of badges and general information.

9.45 a.m.—Convention Hall on mezzanine floor, community singing.

10.00 a.m. (promptly)—Opening session, President Nelson Mills presiding.
Song, "God Save the King."
Invocation, Rev. Dr. W. H. Sedgewick, minister Central Presbyterian Church, Hamilton.
Annual Address, President Mills.
Civic welcome, Mayor of Hamilton.

10.30 a.m.—Question Box, Ed. Wanless, Chatham, presiding.
Special topics for the day, questions 1 to 5, inclusive.

11.00 a.m.—The maintenance of established resale prices on well advertised products, H. J. Haire, The Alabastine Co., Paris.

11.30 a.m.—How dealers may successfully advertise, L. R. Green, advertising manager Tucketts, Limited.

12.00 a.m.—Appointment of convention committees and introduction of new business by members.

12.30 p.m.—Adjournment.

1.00 p.m.—Opening of hardware exhibition at the Armouries, John St. North. Hours. 1 to 10 o'clock.

During the afternoon, only merchants and ladies accompanying them will be admitted to the exhibition. These hours every day are reserved for business intercourse between exhibitors and those who buy to resell or use the products exhibited.

Members and their ladies require no admission tickets, their badges are credentials at all hours.

Non-members and other buyers will be provided with "Merchant Tickets" by exhibitors and by secretary.

7.00 p.m.—Exhibition open to the public. Children unaccompanied by parents not admitted. Music provided both afternoon and evening.

10.00 p.m.—Closing hour.

WEDNESDAY, FEBRUARY 15

8.30 a.m.—Secretary's office open on mezzanine floor of hotel.

9.15 a.m.—Community singing.

9.30 a.m. (promptly)—Convention Hall, Question Box, George E. May, Toronto, presiding. Topics for the day, Questions 7 to 12 inclusive.

10.30 a.m.—Reports of officers and committees. Treasurer's report; Secretary's report; Auditors' report.

11.00 a.m.—The banker and the retailer, J. P. Bell, General manager Bank of Hamilton.

11.30 a.m.—Hardware mutual fire insurance, C. L. Clarke, Winnipeg, Canadian manager, Canadian Hardware & Implement Underwriters.

12 a.m.—F. J. Penberthy, Lowe Bros., speaking on "Business Disease."

1.00 p.m.—Hardware exhibition at the Armouries. Afternoon for buyers and representatives of business houses. Evening open to the public.

7.00 p.m.—Association banquet for ladies and men, Royal Connaught Hotel. Tickets, $2.50 each. John D. Wells, Buffalo, managing editor "Buffalo Times", will speak at the banquet. Subject, "Whoa," (full of wit and humor.)

Tickets should be secured at secretary's desk not later than Wednesday noon, if possible.

THURSDAY, FEBRUARY 16

9.15 a.m.—Convention Hall, Community singing.

9.30 a.m. (promptly)—Question Box, H. N. Joy, West Toronto, presiding. Topics for the day, Questions 12 to 18, inclusive.

10.00 a.m.—H. E. Mihell, executive member "Save the Surface" Campaign.

10.30 a.m.—Prof. W. C. Clark, director of courses in commerce, Queen's University.

12.00 a.m.—The association price book, introduced by secretary. Open discussion by members.

12.30 p.m.—Adjournment.

1.00 p.m. to 6.00 p.m.—Hardware exhibition at Armouries open to buyers and dealers.

6.30 p.m.—Complimentary banquet tendered by the Hardware Manufacturers of Hamilton.

7.00 to 10.00 p.m.—Exhibition open to the public.

FRIDAY, FEBRUARY 17

9.15—a.m.—Convention Hall Community Singing.

9.30 a.m.—Question box. Topics for the day. Balance of Questions.

10.00 a.m.—Reports of committees.
Resolutions.
Nomination of Officers.
Election of Officers.

Unfinished business.

10.30 a.m.—Visit new factory of Libbey Owens Sheet Glass Co.

1.00 p.m.—Visit Hardware Exhibition, finish buying and file buyers' cards with the Secretary at booth No. 99 or else mail it to him at Prescott, Ont.

QUESTION BOX DISCUSSION

1. How closely should we follow declining markets in adjusting our selling prices?
2. Are the Jobbers as prompt as they should be in meeting the declining market?
3. What shall we do with wage question as the high living costs decline?
4. How can the cost of doing business be cut and maintain service?
5. What new lines did you add during 1921, that have proved profitable?
6. How many dealers present, pay a bonus on sales by Clerks?
7. Could not active steps be taken by this Association to prevent Wholesalers from doing a Retail business?
8. What is the best way to get results from advertising folders etc., as furnished by manufacturers?
9. How much should a dealer pay for goods he takes out of stock for his own use?
10. What should properly be included in over-head Expenses?
11. What is the average wage paid. Clerks, Tinsmiths, Plumbers? Have any reduced wages yet?
12. Has anyone definite information regarding workshop in connection with store? Does it pay?
13. What is the best way to handle slow accounts without offending customers?
14. What is the average percentage of loss on credit accounts?
15. Have any members successfully turned a credit business into a cash business? How was it done?
16. In changing credit to cash business would it be advisable to allow monthly accounts to telephone customers, and to customers who are building or painting?
17. How do you proceed to collect tough accounts?
18. What experience have dealers present had in handling auto supplies, tires, etc., in a small town? Do they find it profitable, or is most of the business going to garages? If Hardware dealers get bulk of the business, how do they do it?
19. What are the advantages or disadvantages of marking selling prices in private code?
20. Why are cheap platform scales still, many times the pre-war price?

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Important Discussions at Convention of The British Columbia Hardware Club

Annual Meeting One of Best on Record—Good Advice by Prominent Business Men

By Hardware and Metal Vancouver Representative

CONSERVATIVE optimism was the keynote of the fourth annual convention of the B. C. Hardware Club which was held this week in the Hotel Vancouver. There was a large attendance of retailers from Vancouver, Victoria, New Westminster, Chilliwack, Armstrong and Duncan. The morning session was taken up largely with the registration of delegates, reading of minutes and correspondence and presentation of annual reports.

New Officers

At this session also, the following officers were elected for the ensuing year: Honorary presidents, Jos. Burton, of Denmark and Burton of Chilliwack and A. Peterson of the Cowichan Merchants Ltd. of Duncan; president, T. H. Latimer, Vancouver; Gordon Kearns, first vice-president; W. H. Hudson, second vice-president; W. C. Stearman, treasurer and R. A. Ogilvie, secretary, all of Vancouver.

Following are the names of the out-of-town delegates in attendance: A. Davis, Cunningham Hardware Co., New Westminster; R. R. Taylor, president of the Victoria Hardware Club; Angus McPhail, Armstrong; A. Peterson, Duncan; Jos. Burton, Chilliwack; C. P. Schwengers, managing director of E. G. Prior and Co., Ltd., Victoria; Walter Fraser, Victoria; R. H. Powell, of Geo. Powell & Son, Victoria; Frank S. Bonnell, B. C. Hardware & Paint Co., Victoria; Chas. Bryson and Jas. Hyslop, New Westminster. The newly elected president was unable to take the chair owing to an attack by thugs at his place of business the previous evening.

Frank Parsons, director of the Gregory Tire & Rubber Co., Ltd., and chairman of the Made-in-B.-C. Campaign committee, was the first speaker at the afternoon session which was presided over by past president Jas. Hyslop. He told the dealers that consumers should not be asked to pay more for goods manufactured in B.C. He urged them to stock B. C. goods first, Canadian manufactures second and British goods third.

Taking the provincial per capita expenditure at $25.85 per head based on a population of 523,000, the latest census figures, Mr. Parsons said that more population was needed to reduce taxation which was much higher than in other provinces. In 1920, 4,000,000 pounds more canned fruit and vegetables had been used than in 1919 and the cans, boxes, nails and labels had not been produced in this province. He closed by itemizing several lines such as nails, wedges, wire clothes lines, brooms, incubators, sand paper and roofing paper which could be bought in B. C.

Question of Competition

Leading a discussion on Mr. Parson's address, W. C. Stearman said he supported the speaker although he found it difficult at times to meet outside competition. He illustrated his point by stating that goods could be brought from Chicago including payment of duty and exchange and the cost would be lower than the B. C. product and in addition the imported product had a better finish. The customer, he declared, always was impressed by the finish of an article.

Mr. Stearman told of one line of B. C. goods which he had bought at $12 per dozen. He had sent a few to customers and had tried to sell them at $1.50. At the same time agents were going from door to door selling the same article at $1. Until manufacturers stopped this sort of practice, they could not hope to market their products through the retail trade, he asserted. He recommended the manufacturers to place their name on their product with an attractive label.

Angus McPhail of Armstrong referred to the action of Vancouver wholesale grocers buying from the Dominion Can-

(Continued on page 68)

DEATH OF THOMAS DALLAS

After a ten days' illness with pneumonia, Thomas Dallas, hardware merchant, Lamont, Alta., is dead. The late Mr. Dallas was born in Orillia, Ont., in 1869, of Scottish parentage. When he was twelve years of age his father died and at the age of 15 he was apprenticed to John Gilpin, hardware merchant, Orillia, but some years later proceeded to Western Canada, where he entered the service of the late A. S. Smith, hardware merchant, Moosomin, Sask. After spending some time with Mr. Smith and becoming thoroughly familiar with Western conditions, he removed in 1906, to Lamont, Alta., and started in the hardware business on his own account.

LATE THOMAS DALLAS
Hardware merchant of Lamont, Alta., and for many years engaged in the hardware trade in various parts of Canada, whose death is announced.

The late Mr. Dallas earned and enjoyed the regard and esteem of those with whom he dealt. He was a man of sterling integrity, a pleasing and genial personality and he did his bit in the upbuilding of the West. He worked hard for and deserved his success and he will be missed by many friends.

PERSONAL

L. A. Leavens, managing-director, McGregor Hardware Co., Ltd., Medicine Hat, Alta., has returned home after attending a meeting at the company's head office, Brandon, Man.

Events in the Trade

BUSINESS CHANGES

Toronto.—Geo. Garrett has discontinued hardware business at 1244 Gerrard St. E.

FIRE LOSS

Montreal.—Lacroix & Leger, wholesale and retail hardware, suffered fire loss.

Ft. William, Ont.—W. S. Piper, hardware has suffered slight fire loss.

Sioux Lookout, Ont.—P. Perlen, hardware, has been burned.

Montreal.—Damage estimated at between $200,000, and $250,000 was caused by fire on St. Catherine street east. The National Stove Manufacturing Co., suffered most from the outbreak, and officials estimate the loss on the building at about $100,000, and the value of the stock destroyed at $40,000.

OBITUARY

William Mearns, of Scotch extraction on his father's side, and English on his mother's, born in Montreal, but in course of time a hardware merchant in London, Oshawa and Toronto, died in Chicago on Saturday last of pneumonia, in his 85th year.

Joseph Henry, senior member of the firm, J. Henry & Sons, hardware merchants, Orono, Ont., who died recently, was one of the pioneer figures in the retail hardware field. The bereaved relatives were the recipients of several messages of condolence from wholesale firms in Toronto and other establishments with which the firm had done business for a number of years.

PERSONAL

W. J. Carter of Carter Bros., Picton, Ont., is visiting his son, D. G. Carter, in Montreal this week.

W. A. C. Hamilton, secretary of the Consumers' Cordage Co., is in the Maritime Provinces this week.

G. H. Wall, hardware merchant, of Wyandotte, Ont., was a visitor in Toronto and called upon the firm of Lyons & Marks.

F. P. Jones, President of the Canada Cement Co., and W. Beverley Robinson, President of the B. & S. H. Thompson Co., have left Montreal for New York, en route to South America, where they will look into business conditions. They will be absent about three months, in all.

C. J. and H. C. Brown Purchase Horne Bros.

C. J. Brown and H. C. Brown, father and son, of Montreal have purchased the retail hardware business of Horne Bros., Sudbury, Ont.

Mr. Brown, Sr. has spent the past thirty years in the hardware trade, part of which was spent in the section of the country to which he is returning. In the earlier days he was in the employ of the Cochrane Hdwe., both in North Bay and Sudbury. He was still able to keep in touch with business in this Northern section when later he joined the selling forces of Lewis Bros., Ltd. for this territory. For the past few years Mr. Brown has been working on the inside for this firm, latterly being promoted to the position of purchasing agent.

H. C. Brown has followed in his father's footsteps, his earlier training also being with the Cochrane Hardware.

C. J. Brown (upper) and H. C. Brown (lower), father and son who have purchased Horne Bros. retail hardware business at Sudbury, Ontario.

McCLARY MFG. CO. BUYS REPUBLIC STAMPING AND ENAMELING COMPANY

Announcement has been made to Hardware and Metal by the McClary Manufacturing Co., London, Ont., of the purchase by that firm of the Republic Stamping and Enameling Company of Toronto.

HAVE OPENED ELECTRICAL DEPARTMENT

The Cross & Sutherland Hardware Company, Ltd., Hanover, Ont., with a branch store at Durham, have recently established an electrical contracting and electrical merchandising department and are carrying an up-to-date line of electrical appliances and fixtures. Their contracting department has just been awarded the contract for reconstructing the electrical service and adding an additional 40 h.p. motor to J. Metzgar's grist mill at Neustadt.

NO CHANGE IN STEEL COMPANY OF CANADA OFFICIALS

Persistent rumors which have been prevalent in local hardware circles in the last few days concerning anticipated changes in the personnel of officials of the Steel Company of Canada, Ltd., Hamilton, have been put at rest by word received by Hardware and Metal from Robert Hobson, President of the company who states that 'the matter has never been discussed," and that no change is anticipated.

D. McPHERSON JOINS LYONS & MARKS

D. McPherson, previously with the Kennedy Hardware Co., of Toronto. will in future be associated with the firm of Lyons & Marks, also of Toronto, and will cover the city hardware trade in the interests of the latter firm.

URGE COUNCIL TO ORDER LICENSES ON BICYCLES

Bicycle manufacturers, jobbers and dealers in Toronto have sent a petition to the Council asking that a by-law be passed requiring all owners of bicycles in the municipality to carry a license, and that the license number should be displayed on each bicycle. It is claimed that the license would be of assistance in preventing thefts and help the police in tracing machines.

FRENCH SALESMEN MAKE PRESENTATION

Montreal.—The French section of the city sales force of Lewis Bros., Ltd., took the opportunity on Saturday last to present both Mr. Frazer and Mr. Carter with a beautiful gift, upon their resignation from the above firm. Each was also handed a letter conveying the regrets of the salesmen upon losing two business associates who had always been helpful in their duties, and ever willing to co-operate in the extension of their sales. Mr. Frazer received a beautiful green gold cigar cutter with chain, while Mr. Carter was presented with a sterling cigarette case and holder.

W. E. PLATT

Hardware merchant, St. Clair Avenue, Toronto, who was elected a member of the Executive Committee of the newly formed Retail Hardware and Paint Dealers' Club of Toronto at the recent organization meeting in Toronto, outlined previously in Hardware and Metal.

HYSLOP BROS., LTD., CLOSE MONTREAL WAREHOUSE

Montreal.—The premises formerly occupied by Hyslop Brothers, Ltd., bicycles, automobile accessories, etc., at 11 Park Ave., Montreal, have been vacated and for this season the office and warehouse of the company in Montreal will be discontinued. Quebec and Maritime Province customers will be served from Toronto with necessary freight adjustments.

AMERICAN STEEL WOOL CO. TO HOLD DISPLAY CONTESTS

The American Steel Wool Mfg. Co., 451 Greenwich Ave., New York, is offering cash prizes of $25, $10 and $5 in the first of a series of window display contests it plans to be held during 1922. The first contest extends from March 1 to May 1. Display material will be furnished merchants by the company.

ASBESTOS EMBARGO FOR QUEBEC

Quebec.—"The government is giving the matter of an embargo on raw asbestos very serious consideration," Premier Taschereau states. "We are anxious to do everything possible to build up an industry in manufactured asbestos in this province, so as to reap the benefit of the great asbestos deposits this province contains."

INTEREST INCREASES IN KITCHENER ELECTRICAL SHOW

Kitchener, Ont.—That the Twin City Electric Exhibition has created a stir in the Electrical world is indicated from the fact that already three months in advance of the opening of the show here twenty-one booths have been contracted for by electrical firms, and inquiries for space are said to be coming in thick and fast from interested firms. It is confidently expected that before the next month is passed all of the available space at the show will be subscribed for by electrical dealers throughout the country.

CONSTITUTION FRAMED FOR RETAIL HARDWARE AND PAINT DEALER'S CLUB OF TORONTO

The Executive Committee of the newly formed Retail Hardware and Paint Dealers' Club of Toronto met this week and framed a constitution to be submitted to the members at the next meeting. Arrangements have been made to hold the next gathering of the members in the form of a dinner on Tuesday, March 14, at 6.30 p.m., in the Board of Trade dining room, top floor of the the Royal Bank Bldg., Toronto. The officials of the Toronto Paint, Oil & Varnish Club will be the guests, and a large attendance of Toronto retail hardware and paint dealers is expected. Invitations are being sent out to the trade.

MANY PROBLEMS FOR NEXT PARLIAMENT

(Continued from page 36)

by the officials of the manufacturers and wholesalers and a similar number by the president and secretary of the O. R. H. A. for this purpose? I think also that another step further along this line would accomplish good results, and venture the suggestion that the governments, both federal and provincial, might profitably invite conferences with a small number of public-spirited trained business men, selected from the various branches of trade, to exchange views, offering and receiving suggestions relative to problems which confront the country at the present time.

"While members of parliament may be very well informed along certain lines, it is difficult for them to keep in close touch with, and understand the needs and sentiments of the people to the same extent as the retail merchant, who is in daily contact with them. Had I an opportunity of a survey of the war obligations and revenues received and applied to same, I might be able to arrive at a more concise opinion and plan to meet the requirements."

"BICYCLE WEEK" MAY BE LEFT TO LOCAL ORGANIZATIONS

Considerable difference of opinion was in evidence at the executive meeting of the Canadian Bicycle Dealers' Association held in Brantford, regarding the correct or advisable time for the holding of Bicycle Week. The majority of the officers present favored staging Bicycle Week in June, preferably about the middle of that month while one or two officials suggested that the trade drive be held early in April. The discussion brought out many interesting opinions, as well as sidelights, and, because of the diversity of opinion, it was finally agreed to leave the matter open until the next meeting of the executive which is to be held in Toronto on March 9. Various manufacturers and jobbers will be invited to send representatives to this conference to thresh out Bicycle Week problems. It was also decided to leave open the proposal that the 1922 week in Canada be held under the direct auspices of the Canadian Association. There is a possibility that the staging of Bicycle Week will be left to the local dealer organizations in the Dominion.

WM. LAKE

Hardware merchant, 608 Queen St., W., Toronto, who was elected Treasurer of the newly formed Retail Hardware and Paint Dealers' Club of Toronto at the recent organization meeting fully outlined in January 28 issue of Hardware and Metal.

D. G. Carter, assistant sales-manager, Lewis Bros., Ltd., will resign this position on February 15th to join the Prescott, W. Robinson Sales Co., Montreal. Mr. Carter's new connections will still leave him in touch with the trade in Eastern Canada.

Letters to the Editor

Editor Hardware & Metal, Toronto.

On page 37, of your Hardware & Metal of Jan. 21, you reproduce the Question Box of the Ontario Hardware Convention: They are the most sensible lot of questions, in our opinion that have been put to any convention for quite a while. May we ask you to reproduce both questions and answers in your valuable paper, after the convention?

Yours truly
L. Dutil,
Blairmore Hardware Co.
Blairmore, Alta.

L. DUTIL REPLIES TO SECRETARY MACPHERSON RE INVENTORY

Editor of Hardware and Metal, Toronto:—

Referring again to Mr. MacPherson's letter on page 33 of Hardware and Metal, Jan. 21st, I still fail to be able to fall in line with Mr. MacPherson's idea on inventory that tells the truth, and I certainly would welcome the opinion of other hardwaremen expressed in your columns regarding this subject. In the meantime our stock sheets will show our stock of paint will be written at present price basis (this is wrong according to Mr. MacPherson, as part of the stock dates back to 1915 and cost price was quite a bit less then); we still have some 1916 nails, but they will be all taken at present replacement values. I also notice 20 pairs of No. 241 D2 3½ x 3½ Butts. They were bought by case lots at 40 cents laid down here, present prices 40. per pair. I don't think I am fooling myself or any body else in entering them at 40 cents. It is not our fault if we did not sell them before now, so don't get sarcastic. As for securing insurance adjustment on an increased basis over the stock sheets while the market is taking a toboggan slide, you have some job on your hands.

L. Dutil,
Blairmore Hardware Co., Blairmore, Alta.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

CANADIAN HARDWARE & IMPLEMENT UNDERWRITERS

Messrs. Mason & Dale, Bowmanville, Ont.—In connection with the Canadian Hardware & Implement Underwriters Insurance. Is there any security for the policy holders deposited with the Dominion Government in case of loss by fire?

Answer:—We have information to the effect that the Canadian Hardware & Implement Underwriters have on deposit with the Receiver-General of Canada, $150,000, which we believe covers the requirements of the Dominion Government. They are also operating under Dominion and Provincial Government supervision. They also give as references, the Bank of Montreal at Winnipeg and Montreal. Their record in the United States is a good one and authorities here state that they consider this company a safe one with which to place insurance.

GLAZED CHIMNEY TILE

Aiken Bros., Allenford, Ont.—Will you please advise as to where we can procure Glazed chimney tile.

Answer.—The following is a list of Canadian manufacturers of mantel tiles: Alabastine Company, Limited, Paris, Ontario; Canada Glass Mantels & Tiles Limited, Toronto, Ont.; Montreal Terra Cotta Company, Limited, Montreal, Que.; The Middleton Marble & Granite Company, Hamilton, Ont.; H. Wase & Company, Toronto, Ontario; Smith Marble & Construction Company, Limited, Montreal; The Sanitary Tiling Company, Montreal, Que.; Robert Reid, Montreal, Que.

WOODEN DOOR KNOBS

Heuhn Bros, General Merchants, Heidelberg, Ont.—Kindly advise names and addresses of manufacturers of wooden door knobs.

Answer.—The following is a partial list of firms making these articles: The National Lock Co., Rockford, Ill., U.S.A.; Stephenson Works Co., South Bend, Indiana; Grand Rapids Brass Co., Grand Rapids, Michigan; E. B. Estes & Son, 75 Warren Road, New York, N.Y.; Lennox Novelty Co., 230 W. Broadway, New York; Gallup-Ruffling Handle Co., Norwalk, Ohio; Piqua Handle and Mfg. Co., Drawer 741, Piqua, Ohio; L. W. Strock & Co., Bethlehem, Pa.

CASTORS

Kent, Garvin & Co., Hamilton, Ont.—We would be pleased to have you quote us the Canadian manufacturers of castors.

Answer.—The only Canadian firm listed in this respect is the Springfield Lock Manufacturing Company, Belleville, Ont.

ICELESS REFRIGERATORS

The Carroll Bros., Tillsonburg, Ont.—Will you kindly give names and addresses of manufacturers of iceless refrigerators?

Answer.—Canadian—The Toronto Laundry Machine Company, Limited; American—The Iceless Machine Co., Cleveland, Ohio, Ideal Sheet Metal Works, Michigan Ave., Chicago Ill.; Chicago Iceless Refrigerator Co., Chicago, Ill.; Walkup Bros., Waco, Texas; Empire Mfg. Co., Spokane, Wash.

STEEL FIRE ESCAPE LADDERS

Messrs Codere & Fils Limited, Sherbrooke, P.G.—Kindly inform us as to where we can procure steel fire escape ladders.

Answer.—The following is a list giving names and addresses of manufacturers of such ladders:—Fire Escapes—Canadian Allis-Chalmers Ltd., Toronto, Ont.; John Watson & Son, Montreal, Que.; Toronto Steel Construction Ltd., Toronto, Ont.; Canadian Ornamental Iron Co., Toronto, Ont.—Empire Steel Ladder, Ltd., Moncton, N.B.

WATER COOLERS

Messrs. Congdon & Marshall, Hardware, Dunnville, Ont.—Kindly advise as to where we can procure the water coolers with the inverted glass holder.

Answer.—These can be obtained from the York Springs, Limited, 17 Gould Street, Toronto, Ont.

BASEBALL AND SPORT GOODS

Messrs. Frank Fales & Sons, Ltd., 61 Dock Street, St. John, N.B.—Can you place us in touch with manufacturers of baseball goods in Canada?

Answer.—Walter Bentley and Company, Ltd., Niagara Falls, Ont.; The A. J. Reach Company, Brantford, Ontario; The Harold A. Wilson Co., Ltd., Toronto, Ontario; Winnett & Wellington, Ltd., Toronto, Ont.

PERMANENT METAL SCREENS

Campbell & Best, Peterborough, Ont.—Please advise where we can obtain non-adjustable metal permanent window screens and door screens.

Answer.—These are manufactured by and can be obtained from the Geo. B. Meadows Alive, Iron & Brass Company, Ltd., 479 Wellington Street W., Toronto, Can.

OIL BURNER WICKS

D. B. McLeod, Ripley, Ont.—Kindly advise me as to where we can procure wicks for oil burner stoves.

Answer.—The Hamilton Cotton Company, Hamilton, Ontario.

CROQUET SETS

Geo. D. Delmer, Conestogo, Ont.—Please inform us as to the Canadian manufacturers we can procure croquet sets from.

Answer.—Beauchamp & Co., Montreal, Que.; The Heavy Wise Woodenware Co., Palmerston, Ont.

TIN CANS.

A. W. Dean, No. 80 Park Street, Sydney, N.S.—Will you put me in communication with a firm that manufactures tin cans?

Answer—The A. R. Whittall Can Company, Limited, of Montreal, Que.

AUTO SPRING CLIPS.

Campbell & Fowler, Limited, St. John, N.B.—Would you be good enough to give us the names of firms who manufacture Clips for automobile springs?

Answer—The Cleveland Hardware Company of Cleveland, Ohio; The Richard Eccles Co., Auburn, N.Y.; D'Arcy Spring Co., Kalamazoo, Mich.; Strieby & Foote Co., Newark, N. J.

CANADIAN HARDWARE & IMPLEMENT UNDERWRITERS

W. C. Hoskins, Champion, Alta.—I have been approached by the Canadian Hardware & Implement Underwriters to place insurance with them. Kindly advise if you consider them good to insure with, and would recommend policy to us.

Answer:—We are of the opinion that it is O. K. to place insurance with Canadian Hardware & Implement Underwriters. As you may know, we have carried some advertising from them in our paper, and before accepting this advertising we made enquiries in a number of places in order to satisfy ourselves that the company was reliable. They have a splendid record in the United States and have received the endorsation of the Retail Merchants' Association in Western Canada, and also of the Ontario Retail Hardware Association, and we know they have secured a considerable amount of business. We have been advised by "THE FINANCIAL POST" that this company has the necessary deposit with the government, and in their opinion is a safe and reliable company to do business with.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

New Catalogues of the Welsh Tin Plate and Metal Stamping Company, Limited.

The Welsh Tin Plate and Metal Stamping Co., Ltd., Cambrian Works, Llanelly, South Wales, have issued their 1922 catalogue of Goat Brand Hollow Ware. Section one covers Tinned, Japanned and galvanized goods. Section No. 11 is devoted to enamelled ware. Section No. 1 on tinned, galvanized and japanned ware is comprised of 107 pages splendidly illustrated and showing an exceptionally wide range of goods.

Section No. 11 devoted to enamelled ware, consists of 137 pages and is handsomely illustrated, many of the illustrations being in colors. Two novel and practical features in the latter catalogue are the color chart and also views of displays of the company's products, which could be adapted to splendid window displays or displays for exhibition purposes. Copies of the new catalogue will be supplied to the trade upon request. The Welsh Tin Plate and Metal Stamping Company, Limited, are represented in Canada by Frederic Sara & Company, 1309-12th St. West, Calgary, Alberta, for Western Canada; and The W. H. Thornhill Company, 46 St. Alexandra Street, Montreal, for Eastern Canada.

Extend Explosives Regulations To Quebec

Control of Explosives in Quebec Formerly in Hands of Provincial Authorities—Many Changes to be Made by Extending the Federal Regulations of the Explosives Act

By Special Correspondent, Hardware and Metal

OTTAWA, Ont.—Federal regulation of the sale of explosives is now being extended to the province of Quebec. Heretofore the control has been entirely in the hands of the provincial authorities, who have never laid down many hard and fast rules. Such regulations and requirements as existed, other than the collection of a yearly license fee, have been abrogated, the provincial authorities realizing that a double set of rules would only complicate the situation and make regulation a difficult matter.

The question of revenue is a small matter insofar as the federal authorities are concerned, as evidenced by the fact that the yearly license is to be only one dollar. Proper control is what is aimed at in the change in authority.

In accordance with the provincial law a license was required for the sale of explosives, but not for magazines for explosives. By the Explosives Act of Canada, which now becomes operative in the province of Quebec, the manner in which explosives are kept, whether in magazines for explosives or in small quantities in general retail business premises, is regulated. In accordance with this law licenses are required for magazines for explosives, but not for the keeping for sale of explosives in such small quantities as are allowed to be kept under these regulations in other places.

In a circular letter being sent out by the Explosives Division, Department of Mines, to the hardware merchants and other dealers in the province of Quebec, handling explosives, it is explained:—

"If you keep or desire to keep explosives in a larger quantity than is allowed by these regulations, and so require a magazine for their storage, it will be necessary for you to make application for a license for such magazine for explosives, and to furnish particulars regarding it. The fee for the license is one dollar, and we will be pleased to give you full information regarding the procedure to be followed to obtain one, if such is required in your case, as without a license the keeping of explosives, otherwise than as prescribed in the regulations governing the storage in unlicensed premises, already referred to, would be unlawful and render the owner liable to penalty under the Explosives Act."

Factors Which Are Influencing Tire Prices

Manufacturers of Automobile Tires Announce Ten Per Cent. Decline in Prices on All Casings and Tubes

TIRE MANUFACTURERS have announced another general reduction in prices, effective February 1, this change applying to both cord and fabric tires in practically all sizes, as announced in last week's issue of Hardware and Metal. The extent of the decline is stated as approximately 10 per cent., but of varying extent on the different sizes, being around 9 per cent. on some and a little more on other sizes. This lowering in the quotations on casings and tubes has come as a surprise to some sections of the trade, following on the substantial decreases announced by tire manufacturers late last year. However, both manufacturers and distributors have expressed the opinion that these current price revisions now place the tire market on a substantial basis for future trade.

Spring buying by the consumer is expected to be stimulated as a result of the lower levels, it being pointed out by one manufacturer that prices on cord tires were now lower than the cost of fabric tires some two years ago.

As outlined in last week's issue of Hardware and Metal, the current price change is attributed to some reductions in production costs, including rubber, cotton and exchange rates. The fact that large quantities of raw materials for the manufacture of tires, such as rubber and cotton, are imported, becomes a factor of special prominence when exchange values are attaining a normal level. Rubber prices are still very low, much lower than pre-war prices, while some easing in raw cotton markets is described as another factor entering into future price estimates. The present fluctuation in cotton is considered only as a minor point in the current reduction, by some producers, as large stocks of rubber and cotton are usually carried by tire makers. Another manufacturer stated that the pruning of overhead costs, coupled with a recent improvement in the volume of factory output had resulted in reducing their operating costs, and these reductions were being passed on to the consumer. Tire dealers have been going light on stocks and purchases for some time past, but with the approach of the spring and summer seasons an improvement in trade in these products is generally looked for. The new prices are contained elsewhere in this issue.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of February 8 1902:—

Frothingham & Workman, wholesale hardware merchants, Montreal, have dissolved and a new partnership has been registered.

Nathan Brenner, dealer in scrap iron, etc., Toronto, has sold out to Katie Brenner. (This is interesting in view of the present developments in the Brenner case.)

The hardware section of the Toronto Junction Branch of the Retail Merchants' Association elected the following officers for 1902: President, James Bond; 1st vice-president, E. Rogers; 2nd vice-president, J. E. C. Willard; secretary, T. Padget; treasurer, H. D. Snell; Delegates to R. M. A., N. Raybould and A. Chislom.

W. S. Rogers & Son, hardware, Glencoe, Ont., has been disposed of to T. E. Pool.

F. S. Murdoch, who has been representing Jas. Robertson Co. for eight years, succeeds the late Gabriel Crawford in traveling for the Canada Paint Co. in the Maritime provinces.

E. A. Wills, retiring secretary of the Toronto Board of Trade, was banqueted by friends of the National Club and the Board of Trade. Edward Gurney presided.

At the annual meeting of the Montreal Board of Trade the following were among the officers elected: 2nd vice-president, Geo. E. Drummond, iron; treasurer, Robert Munro, paints and oils. Members of Council, James Davidson, stamped and enamelled ware, J. J. McGill, rubber products. On the Board of Arbitration were the following: John MacFarlane, R. W. MacDougall, Robert Bickerdale, Rob't. Reford, etc.

A communication has been sent to the Canadian Manufacturers' Ass'n. by H. C. MacLean of Toronto, suggesting the consideration of a scheme for advertising Toronto in the Southern States as a summer resort.

Some current quotations on hardware are as follows: Wire nails $2.50; barb wire $3.00; building paper dry fibre 50 cents per roll; Canadian Portland cement $2.50; pig iron $17.50; bar iron $1.95; Black sheets $3.15; Canada plates dull $3.00; Galvanized sheets, Queen's Head $4.50; tinplates $4 per box; copper ingots $15 per 100 lbs.; black pipe $5.40 for one inch; white lead, pure, No. 1. $5.50; pure paints $1.20 per gal.; turpentine, single barrels, 68 cents; linseed oil, raw, 1 to 4 barrels 77 cents.

New Hardware Goods

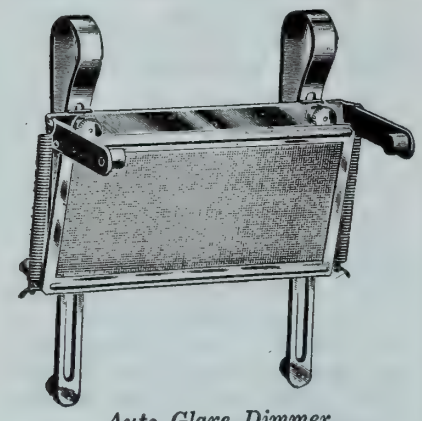
OFFERED TO CANADIAN HARDWAREMEN

AUTO GLARE DIMMER

This device fits on the windshield and filters the blinding glare of approaching headlights. It is claimed with this installation, the driver has a clear vision of the road ahead at all times. It is made of metal, the frame being spring brass. The dimming effect is obtained by the use of a special woven bronze screening of very fine mesh, the whole being heavily nickel-plated.

The device fits any car and is adjustable for the height of the driver.

When not in use a touch of the fingers



Auto Glare Dimmer

flips it out of the way. It is fitted with rubber bumpers. It is made by the Ray Filter Co., Marion, Indiana, U.S.A.

HANDILITE MAGNETO FLASHLAMP

Spielman Agencies, Registered, of Montreal, recently announced that they have been appointed sole agents in Canada for the Handilite Magneto Flashlamp, which is manufactured by the General Electric Company, of England.

This new product is a small device made on the principle of the ordinary pocket dry battery flashlight, but with the difference that the Handilite generates its own electrical power. The replacing of batteries is eliminated. The source of the electrical energy is a small dynamo machine with magnets completely enclosed in a finished nickel case and operated through a train of gear wheels by a lever. The case and the lever are so designed as to fit the shape of the hand. The manufacturers claim that the Handilite Magnetic Flashlamp is unaffected by the climatic conditions, and after being immersed in water, will operate again after being drained out. The total weight is 15 ounces.

NEW STEEL FOR DRILLS

A new form of steel has been developed by the Cleveland Twist Drill Co., Cleveland, Ohio. This steel is to be used in the manufacture of their drills, and such drills are to be known under the trade name of "Mezzo." Speaking of the new steel, the Cleveland Co. say that it possesses some very unusual qualities, and that these are result of a special heat treatment. The word "Mezzo" is intended to convey the meaning, midway between carbon and high speed steel.

These drills should be operated at approximately double the speed of carbon drills. They are not intended to supersede high speed drills, but rather to furnish a type midway between the two extremes.

ONE-MINUTE VALVE GRINDER

This valve grinder is based on a principle, combining intermittent rotation and hammering actions. The makers say it will grind a valve of ordinary size in from 20 to 40 seconds. It is easily operated and adjusted and works by turning a crank.

All parts subject to wear are hardened. With each revolution of the spindle the valve is raised from its seat and returned with a hammering blow, succeeded by a partial revolution of forced grinding action. The positive hammering it is said, firmly embeds the abrasive between the seats and each raise of the valve provides to replace the abrasive into a new position, thereby increasing the efficiency of the abrasive. Made by the One Minute Valve Grinder Co.

ROSE EVERLASTING BATTERY CLIPS

This battery clip is made of a non-corrosive metal. The makers say it reduces charging costs as there is no loss of current in transmission as in the case where exposed conducters are employed. They will fit all sizes and types of battery posts now in use.

The conductor is heavily insulated and both ends are cast in, making it impossible for the acid to come into contact with the copper cable carrying the current.

The Rose battery clips can be more or less easily and quickly attached while either end may be employed in completing the connection. Compressed, clothes pin fashion, the open end will slip over the straight post, and when the pressure is released will grip the post firmly. Compressing the taper end of the clips they may be slipped into the taper opening of the female type of post, giving a firm contact the entire width of the post. It is claimed they will also grip various sizes of wires, cables, flat bars,

RAMSPRING BUMPER

The Ramspring bumper, made by the Ramspring Bumper Co., Chicago, Ill., is different from other bumpers in point of principle and construction.

This bumper uses a sturdy pressed steel section, connected to a small vertical cylindrical housing secured to the frame. Within this housing is located a heavy coil spring, suitably connected to the front section of a lever arm and a connecting rod. The operation is simply one of winding the coiled spring up when an obstruction is encountered.

The front section of the bumper is

"Ramspring" Bumper

of pressed steel. This member has a heavy channel section and the width of the channel varies from about ¾ in. at the tips or outside edges to about 2 in. in the center. At each of the two vertical members of the front section is located the connection for the forked member or connecting rod that is secured to the lever arm which in turn is secured to the coiled springs. The result is that a flexible installation is made which protects against head-on and side blows. One side may be deflected without materially deflecting the other side. The action of the coiled spring may be varied by changing its tension, which is done by loosening the nut on the bottom and winding up the bottom cap. The bottom cap which holds the spring tension is serrated with heavy square teeth.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

PRICE revisions continue to flood the hardware markets in rapid succession. The current reports contain lower quotations, in some quarters, on galvanized sheets, while declines are general on automobile tires, sash cord, galvanized wire clothes lines and cotton rope. Other commodities on lower price levels include, machinist hammers, asbestos sheathing, cotton clothes lines, cow bells, tire tape, and the Gem line of food choppers. The discounts on sand and emery paper are under revision, while revised quotations are anticipated on Gilmour eye and auger bits. Another shoefinders' tack list has been issued, with new prices on steel wire shoe rivets. The lower quotations on gas stoves are now generally in effect, the extent of the decline being around seven per cent. Another revision to slightly higher levels has been announced on Trimo wrenches, while increases also appear on copper wares, such as tea and coffee pots, these products being now at net list where formerly a discount was given. Steel buyers remain in a conservative mood, although a brighter outlook prevails as to future conditions in this industry. The lower prices on boiler tubes are credited with having stimulated seasonal trade in these products. Only moderate trade is recorded in scrap materials, while a buyers' market still prevails in ingot metals, with a marked relaxation in the tone of copper. Buying for spring is moderate, with orders being small but fairly numerous. This condition is reflected in wholesale circles. The cautious attitude is still prevalent in purchasing, with sorting orders constituting the bulk of present buying since the completion of the inventory period. The present volume of business is considered very fair for this season, with good prospects for early improvement along general lines.

Montreal Markets

MONTREAL, February 9.—Numerous price recessions again attract attention in the hardware markets. The easier tendency in the cotton market, and lower quotations on cotton clothes lines, cotton rope and sash cord, offer the feature reduction. Another important line showing further reduced prices is automobile tires. Both casings and tubes have new lower quotations, following the downward revision toward the latter end of last year. Asbestos products have also been on the downward trend since the opening of the year, pipe coverings showing a substantial decline in prices while sheating is now quoted locally at $8.00 per 100 lbs., former price being $10.00. Wire clothes lines have new lower prices in both gauges and machinists' hammers are reduced approximately 10 per cent. Tire tape is again reduced and new quotations are announced on cow bells. It is now generally announced that gas stoves for spring delivery will be lower in price. A few weeks ago certain makers stated that they would reduce their prices for later deliveries but the general announcement was not forthcoming at that time.

An outstanding advance in quotations is recorded on copper nickel plated tea and coffee pots. These are now quoted at net list, former discount being 10 per cent. Ingot metals display a slightly better tone, but business remains very quiet. Other lines of heavy hardware in general are little changed this week, with jobbing houses reporting a fair amount of business in these staple commodities. Certain lines of spring goods are now being shipped, which lends a more active appearance in jobbing circles.

MACHINISTS' HAMMERS HAVE EASIER QUOTATIONS

Montreal

Machinists' hammers show a reduction of approximately 10 per cent., and following are revised quotations; No. 30, 1 lb., $9.20, 1¼ lb., $9.90 a dozen.

TIRE TAPE AGAIN QUOTED AT LOWER PRICES

Montreal.

New lower prices again appear on tire tape, with new quotations as follows; 1 oz., 59c. lb.; 2 oz., 57c. lb.; 8 oz., 53c. lb.

N. P. TEA AND COFFEE POTS NOW NET LIST

Montreal

An advance in prices of approximately 11 per cent. has been made on copper nickel plated tea and coffee pots. These are now quoted at net list, whereas formerly they were less 10 per cent. Other lines such as tea kettles, and boilers, are for the present unchanged, but according to dealers, a revision in these also would not be surprising in the near future.

REVISION IN GAS STOVES IS NOW GENERAL

Montreal.

It was announced in one of our later issues toward the end of last year that certain manufacturers of gas stoves were booking orders for spring deliveries at slightly reduced prices. At that time, however, all manufacturers had not adopted the new lower quotations, apparently awaiting the more active booking season afer the turn of the year. The reduction is now generally announced, the decline in prices being approximately 7½ per cent.

NEW LOWER PRICES ON CLOTHES LINES

Montreal

In line with other cotton goods, cotton clothes lines are now quoted at lower prices, and following are new quotations; 30 ft., $2.10 doz.; 40 ft., $2.60, and 48 ft. $3.10 a dozen hanks.

REDUCTION IN AUTOMOBILE TIRE PRICES

Montreal.

A further reduction is announced in automobile tires, both casings and tubes quoted at reduced figures. The extent of the decline varies on the different sizes and grades, but is covered by approximately 9 per cent. This is the second recession in prices in recent months, a previous reduction being announced toward the end of the year. The present change, following the previous revision indicates the trend of the market in this industry when both the rubber market and cotton have recently recorded easier levels. The present improved rate of exchange is also said to have been a factor in deciding the new lower levels. Following are revised prices and discounts:

AUTOMOBILE TIRES

CORD—

30 x 3½, 4 ply	$22.00
30 x 3½, 6 ply	25 30
32 x 3½	30 85
31 x 4	35 65
32 x 4	39 25
33 x 4	40 50
34 x 4	41 50
32 x 4½	50 70
33 x 4½	51 90
34 x 4½	53 15
35 x 4½	54 75
36 x 4½	55 85
33 x 5	63 15
34 x 5	64 95
35 x 5	66 35
37 x 5	69 75

FABRIC—

	Plain	Traction
30 x 3½	$13 25	16 50
31 x 3¾		19 00
31 x 4	21 00	24 00
32 x 3½	20 15	23 20
32 x 4	27 75	30 80
33 x 4	27 75	30 80
34 x 4	30 25	33 15
32 x 4½	$37 10	41 25
33 x 4½	38 35	42 65
34 x 4½	39 55	43 90
35 x 4½	40 80	46 15
36 x 4½	42 05	47 25
35 x 5	48 20	55 50
37 x 5	51 00	59 00

Less 20 per cent.

TUBES—

	Regular	Ex. Heavy
30 x 3½	$2 50	2 75
31 x 3¾	[illegible]	[illegible]
32 x 4	3 75	4 00
34 x 4	4 10	4 40
32 x 4½		5 20
34 x 4½		5 50
36 x 4½		[illegible]
35 x 5		6 50

EASIER PRICES RECORDED ON SASH CORD

Montreal.

The easier tendency in raw cotton circles has also reflected on sash cord, and the various sizes are now quoted at lower prices. The reduction is 6 cents per lb., and following are new quotations: No. 6, 53c. lb.; No. 7, 52c. and No. 8 and up, 51c. per lb.

COTTON ROPE HAS NEW LOWER QUOTATIONS

Montreal

Corresponding to the recent easier trend in the raw cotton market, new lower quotations are now announced on the various sizes of cotton rope. Revised prices are as follows.

COTTON ROPE—	Per lb.
1-8"	0 43
5-32"	0 42
3-16"	0 39
¼ and up	0 38

EASIER PRICES RECORDED ON ASBESTOS PRODUCTS

Montreal

Since the opening of the year the trend of the asbestos market has been decidedly downward, and in the past six weeks quotations on pipe coverings have dropped approximately 25 per cent. Asbestos sheathing is now quoted at lower figures, showing a reduction of 2 cents per pound. This is now quoted locally at $8.00 per 100 lbs. Local distributors now anticipate a fairly steady market as present levels are well down to productive costs, and compare favorably with pre-war prices.

FAIR AMOUNT OF CONSTRUCTION FOR CEMENT SUPPLIES

Montreal

Current quotations on cement are unchanged since the revision at the beginning of the year. Trade is seasonably quiet at present but dealers are anticipating a renewal of activities early next month as contemplated building returns show that a good amount of construction work will commence as soon as the weather permits. Following are unchanged quotations;

CEMENT -

Car Load Lots—	
Per bag, f.o.b. cars	0 92
Per bag, delivered	1 00
Less Car Lots—	
Per bag, delivered	1 10

Less 5 Per Cent.
Rebate of 20 cents for empty bags.

WIRE CLOTHES LINES ALSO SHOW A REDUCTION

Montreal.

Galvanized wire clothes lines will now cost less, a reduction being given in all lengths on both sizes. Following are new prices;

WIRE CLOTHES LINES—	per 1000 ft.
No. 18 x 50 ft.	$6 25
No. 18 x 100 ft	5 65
No. 19 x 50 ft.	5 65
No. 19 x 100 ft.	4 70

GILMOUR BITS HAVE REVISED QUOTATIONS

Montreal

A revision in prices is announced by the manufacturers of Gilmour bits, with a reduction of varying extent made on the various kinds. At time of going to press new quotations were not available, but these will be given in next issue.

FIRM TONE CONTINUES IN ROPE MARKETS

Montreal

A firm tone continues in the rope markets in general, sisal hemp showing strength since the increase in sisal and lathyarn a few weeks ago. It will be remembered that pure manilla rope did not show the advance at that time, and prices are now said to be in a firm position. There is a fair amount of activity in bookings, but deliveries now are naturally backward. With dealer stocks in a low condition in practically all sections, manufacturers anticipate a fairly active season at a little later date.

PRESENT DEMAND FOR SHEETS STILL VERY MODERATE

Montreal

Present business in the sheet markets in general is still of a quiet nature, but there is the optimistic tone among jobbing circles when speaking of the outlook for future business. Stocks are reasonably low to take care of prevailing trade only, but a like condition exists in dealer stocks and for this reason also dealers anticipate a revival in trade following the present winter months. Quotations are nominally unchanged, with the same variation among the different jobbing houses.

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 60
28 gauge	6 35	7 20
26 gauge	6 05	6 85
22-24 gauge	5 90	6 60
20 gauge	5 75	6 45
18 gauge	5 75	6 35
16 gauge	5 60	6 35
14 gauge	5 45	6 35
12 gauge	5 30	6 35
10 gauge	5 20	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 75	7 25
26 gauge	7 50	7 00
24 gauge	6 90	6 60
22 gauge	6 55	6 15
18-20 gauge	5 85	6 00

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 50
20 x 28 IC, 112s	17 00
20 x 28 IX, 112s	19 00
20 x 28 IXX, 56s,	10 75
20 x 28 IXXX, 56s	11 50

TERNE PLATES

20 x 28 IC, 112s	16 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
12 x 24 x 60s	8 25 box
18 x 24 x 52s	8 00 box

PRICES ON LEAD PRODUCTS EASIER BUT UNCHANGED

Montreal

Although an easier tendency has crept into the market for ingot metals, and tin, copper and spelter have been shown at reduced prices in recent weeks, there is no revision yet recorded in the market for the finished lead products. It is noticeable in the primary market that lead has been the steadiest metal on the list for some time past, and according to one local manufacturer, this in itself has been a deciding factor in the maintenance of present levels. It is also pointed out that when these same metals displayed a firm tone, and prices were increased, the quotations on lead products in general remained unchanged. For this reason it is believed

that the softer tone will have to continue for some time yet before it will reflect on the manufactured lines. Following are unchanged quotations.

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c lb. extra, and cut sheets to size, ½c lb. extra.	
Solder, guaranteed, lb.	0 28½
Do., strictly, lb.	0 26½
Do., commercial, lb.	0 23½
Do., wiping, lb.	0 24½
Do., wire, lb.	0 32½
Zinc sheets, casks	0 11½
Do., broken lots	0 12

TRADE IN COMPRESSION GOODS OF A QUIET NATURE

Montreal

The various lines of compression goods show no further price changes since the revision of certain lines of valves two weeks ago. Trade continues of a quiet nature, with orders still of a sorting character, and dealers anticipate little variation until the later months of spring when building operations will require supplies.

Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	30%
Basin cocks, Fuller No. 0	30%
Do., Nos. 1 and 2	30%
Flatway stop and waste cocks, std	54%
Roundway stop and waste cocks, std.	46%
Brass steam cocks, standard	40%
Do., removable disc	58%
Globe, angle and check valves, standard	25%
Gate or straightway	16/10%
Emco Globe valves	33%
Emco check valves	33%
Jenkins Globe, angle, check and swing check	19%
Jenkins Iron body gate	33%
Jenkins gate or straight way	25%
Jenkins iron body, globe and angle	15%

FAIR DEMAND CONTINUES FOR BOILER TUBES

Montreal

The current demand for boiler tubes is described as fair for the present season of the year, in fact all during the past weeks there has been a fair amount of business for repair work. Quotations are nominally unchanged as follows, for moderate sized orders, with a further price concession offered for attractive inquiries.

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	28 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	34 75
3½ inch	52 50	34 75
4 inch	65 00	44 00

NEW PRICES ANNOUNCED ON COW BELLS

Montreal

New quotations are given on cow bells, showing a slight reduction on the various sizes. Following are new prices;

COW BELLS—

No. 0	1	2	3	4	5	6	
$12.95	10.55	8.65	6.70	5.75	5.25	4.30	doz.

EARLY IMPROVEMENT FOR CORRUGATED SHEETS

Montreal

There is little or no change to report in corrugated sheets, quotations remaining at the revised discount of a few weeks ago, and business continuing on the quiet side. Dealers are still quite optimistic in regard to increased activity at an early date, and towards the middle of the present month a gradual improvement is looked for. A fairly steady situation is also looked for, insofar as prices are concerned, for the earlier spring business at least, it being pointed out that existing quotations compare favorably with the present levels on flat galvanized sheets. Unchanged prices and discounts are as follows;

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75c. a square extra.

FEW ACTUAL PRICE CHANGES IN INGOT METALS

Montreal

There is a slightly better feeling in the ingot metal market, and for the present at least the steady downward trend, recorded in the past few weeks, has subsided to an extent. Although there is no sign of a firmer condition, prices show little change during the week, with quotations on outside markets also showing little variations. Business in general is very quiet, but on the other hand present levels are generally admitted reasonable. Lead continues to display more briskness than any metal on the list, but in this line also an easier tone has been displayed in the past two weeks. Tin, copper and spelter are quiet but unchanged, while antimony and aluminum are listless on the market.

WARE NOW ON A FAIRLY ACTIVE MARKET

Montreal

The movement of wares in general is now described by manufacturers as fairly active, especially does this apply to enameled ware and aluminum ware. Since the beginning of the year sales have shown a gradual improvement, and apart from lines which are usually booked in the opening months of the year, staple lines are now moving remarkably well. Low dealer stocks in all sections, realized by merchants after inventory, and the reduction in prices in December last, are the two factors contributing to this increase in sales, according to local dealers. With the gradual approach of spring months, a further improvement is looked for. Quotations on the various lines are fairly steady at this time, although a slight increase is announced on certain copper nickel plated lines.

SEASONABLE DULLNESS FOR TROUGH AND PIPE

Montreal.

Eavestrough and conductor pipe quotations are unchanged since the revision in recent weeks. The movement of these products is naturally quiet at this season of the year, but towards the end of the month increased sales are looked for as dealers will at an early date anticipate their season's requirements. As in the case of other galvanized products dealers state that present prices on these products are now well down to existing quotations on galvanized sheets, and a fairly steady outlook is lent for spring business. Naturally the trend of trough and pipe depends entirely on the market for these sheets and on this market it has been pointed out for some time past that further revisions would be of a minor nature as present prices are considered reasonably low at manufacturing centres. Unchanged prices and discounts are the following;

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

Discount 70/10 per cent.

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated.	dozen
2 inch	$ 5 25
3 inch	6 00
4 inch	10 50
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

NEW RANGE BOILER LIST NOT GENERALLY ADOPTED

Montreal

Although new list prices and discounts were issued on range boilers last week, there are still a few distributors who are still quoting at the older net list. In discussing this situation with Hardware and Metal one large distributor stated that while they had not yet adopted the new schedule of prices, it would in all probability be put into force in the very near future. They are quoting $8.75 net on the 30 gal. boiler, this being the same quotation as the new list calls for, with the discount. Business is still on the quiet side for boilers, sales continuing for small quantities only. Following are the list prices and discounts adopted by most dealers one week ago;

RANGE BOILERS—	
5-gallon	$ 13 50
12-gallon	14 00
18-gallon	15 00
25-gallon	16 50
30-gallon	17 50
35-gallon	20 50
40-gallon	22 75
52-gallon	38 00
66-gallon	60 75
82 gallon	74 00
100-gallon	103 00
120-gallon	117 00
144-gallon	164 00
168-gallon	187 00
192-gallon	210 00

Discounts, Standard weight, 50 per cent. Extra heavy, 40 per cent.

Toronto Markets

TORONTO, February 9.—Another extensive list of price revisions includes lower quotations on galvanized sheets, auto tires and sash cord . Sheets are reduced approximately 25 cents per 100 lbs. on all gauges, while the reduction in casings and tubes which was outlined in last week's market reports is in the neighborhood of ten per cent. on all sizes. Certain cotton products are recorded with lower prices, among them being sash cord and other similar lines, this revision also being forecast in a previous issue of Hardware and Metal. Substantial reductions are noted on the Gem line of food choppers. A decline has been recorded on galvanized wire clothes lines in the different sizes and lengths, while a new list on shoefinders' tacks shows lower prices on steel wire shoe rivets. Asbestos sheathing, sand paper and emery cloth, are other products with easier price levels. It is reported that some revision may be made in the discounts on Gilmour bits, while higher quotations appear on copper wares such as tea and coffee pots, these being now at net list where formerly a discount was given. Another change to slightly higher levels is recorded on Trimo wrenches.

MAY REVISE DISCOUNTS ON GILMOUR BITS

Toronto

It is announced that a revision will likely appear in the near future on the Gilmour line of auger and eye bits. However, these revised discounts were not available at the time of going to pres.

DECLINE ON GAS STOVES NOW MORE UNIFORM

Toronto

Some lower quotations on gas stoves are now generally announced by manufacturers of these products. Easier levels on certain makes have been effective for a few weeks, this change now being more uniform. The extent of the decline is approximately 7½ per cent. This reduction is expected to stimulate the volume of spring booking orders.

NEW LIST ISSUED ON SHOEFINDERS TACKS

Toronto

Another revised list of shoefinders tacks has now been issued, effective February 8, 1922. The only change from the previous list is on steel wire shoe rivets, where a reduction in quotations is noted. Other nails, such as heel or shoe nails, hob and hungarian nails, channel nails, tacks and shoe nails, remain unchanged. Following, therefore, is the portion of the new list with the revised prices on shoe rivets only:

SHOEFINDERS TACKS

Shoe Rivets

In 1 lb. Papers

STEEL WIRE—

1 Ge and Heavier per 100 lbs.
3/8 $23.00, 3½/8 $19.50, 4-4½/8 $17.00, 5-5½/8 $16.25, 6-6½/8 $15.50, 7-7½/8 $14.50, 8-8½/8 $14.00, 9/8-11½/8 $13.25, 12/8-17/8, per 100 lbs., $12.25.
17 Ge. Add $1.00
18 Ge. Add $2.00

Clinch Point:—
3/8 $24.25, 3½/8 $20.75, 4-4½/8 $18.25, 5-5½/8 $17.50, 6-6½/8 $16.75, 7-7½/8 $15.75, 8-8½/8 $15.25, 9/8-11½/8 $14.50, 12/8-17/8 per 100 lbs. $13.50.
17 Ge. Add $1.00
18 Ge. Add $2.00

Cobblers' Rivets—
3/8 $26.00, 3½/8 $22.75, 4-4½/8 $19.50, 5-5½/8 $18.50, 6-6½/8 $17.75, 7-7½/8 $16.75, 8-8½/8 $16.00, 9/8-11½/8 $15.25, 12/8-17/8 $14.25.
17 Ge. Add $1.00
18 Ge. Add $2.00

REVISED DISCOUNTS ON SAND AND EMERY PAPER

Toronto

Some changes in the discounts on sand paper and emery cloth bring quotations on these products to a lower level.

HIGHER PRICE LEVELS ON COPPER WARES

Toronto

An advance in the prices on copper tea and coffee pots is now recorded. These products are quoted at net list, where previously a discount of 10 per cent. was given.

ANOTHER REVISION IN TRIMO WRENCH PRICES

Toronto

It is announced that another revision has been made in the discounts on Trimo wrenches, and prices have therefore been slightly advanced on most sizes.

SASH CORD PRICES NOW ON LOWER LEVELS

Toronto

As outlined in last week's issue of Hardware and Metal, some easier price levels have now been announced on sash cord, cotton rope and cotton clothes lines. These reductions reflect the conditions at present existing in the raw cotton markets. The decline on sash cord amounts to six cents per lb. Following are the revised prices:

CORD (SASH)

No. 6, lb.	0 53
No. 7, lb.	0 52
Nos. 8, 9, 10, 12	0 51

DECLINE ON GALVANIZED WIRE CLOTHES LINES

Toronto

Reduced prices on galvanized wire clothes lines ar also recorded this week. Folowing are the revised quotations on these products:

CLOTHES LINES, Galvanized.—

17 x 50 ft.	7 50
17 x 100 ft.	6 85
18 x 50 ft.	6 35
18 x 100 ft.	5 65
19 x 50 ft.	5 25
19 x 100 ft.	4 75
18 x 1000 ft. spools	5 75

LOWER QUOTATIONS APPEAR ON ASBESTOS SHEATHING

Toronto

Another revision has been announced in the quotations on asbestos sheathing. This leaves the current local markets with a certain variety in the new prices, some distributors quoting a new level of $8.50 per 100 lbs., while in other quarters a quotation of $8.00 is announced.

STEEL BUYERS REMAIN IN CONSERVATIVE MOOD

Toronto

The iron and steel market situation has shown very little improvement during the past week or two. The general condition is that demand has not improved since last month to the extent generally looked for. However, the volume of inquiry, both on the foreign and domestic centres is reported as slightly improving. Some shading of the recent new price levels on these bar products is recored on attractive orders, but buying in general is in small lots. While it is sometimes said that distributors and manufacturing consumers are ordering in conservative fashion because they are somewhat doubtful as to the future of quotation, yet another judgment of the trade is that the chief concern of buyers affects their own selling ability or the stability of their distributing markets. It is inferred that if steel purchasers were assured that their requirements would continue, or if any increases in future demand could be calculated upon, much freer buying would result. Reports from American centres indicate that any order of mederate size is sufficient to draw forth a concession from the regular market level.

IRON AND STEEL—

Mild steel bars base	2 85
Mild steel bands, 3-16 in. base	3 35
Bar iron, base	2 85
Angle iron, base	2 95
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 60
Cast tool steel, high grade	31 00
Cast tool steel, medium	18 00

LOWER PRICES DEVELOP BUSINESS IN TUBES

Toronto

Since the introduction of the lower prices on boiler tubes, business in these products is stated to have registered some lines of improvement. The volume of inquiry for small repair orders has increased, while trade of a sorting nature has materialized in some quarters. The following quotations represent the average prices on the local markets:

BOILER TUBES

Size	Seamless	Lapweld
1 inch	$24 75	$.....
1-¼ inch	24 50	.....
1-½ inch	24 00	.....
1-¾ inch	26 00	.....
2 inch	24 50	20 00
2-¼ inch	27 75	23 00
2-½ inch	32 50	23 75
3 inch	40 00	30 00
3-¼ inch	50 00	32 50
3-½ inch	52 50	34 25
4 inch	65 00	43 50

FURTHER REDUCTIONS ON GALVANIZED SHEETS

Toronto

A reduction of approximately 25 cents per 100 lbs. has been announced on galvanized sheets. This change results from the primary market conditions, it being noted that galvanized has been so little sought during the past few weeks in southern centres that price concessions on these products had been recorded. Buyers continue cautious, and the irregularity in American price levels has been reflected in the easing of domestic quotations. While it is yet early for spring business, a few bright spots are reported from time to time. The volume of inquiry is described as more encouraging as to the impetus expected from the seasonal buying usually evident during the next two months. Following are the revised quotations:

BLUE ANNEALED—		
10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65
BLACK—		
18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis.
28 gauge	7 00	7 50
26 gauge	7 75	7 25
24 gauge	7 35	6 85
22 gauge	6 90	6 40
18 and 20 gauge	6 75	6 25
Premier and Apollo.		
1934 oz	6 00	5 75
U. S. 28 base	5 60	6 35
U. S. 2	3 30	6 05
22 and 24	5 15	5 90
18 and 20	5 00	5 75
16	4 85	5 60
12 and 14	4 70	5 45

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25
PLATES, COKE TIN—	
I.C., 20 x 28, 112 sheets	13 50
IX, 20 x 28, 112 sheets	16 50
IX. 20 x 28, 56 sheets	9 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

SUBSTANTIAL REDUCTIONS ON "GEM" FOOD CHOPPERS

Toronto

Lower prices have now been announced on the Gem line of food choppers. The reduction is in the neighborhood of 25 per cent. Following are some of the revised quotations:

FOOD CHOPPERS—	
No. 20¾	$21.60 per dozen
No. 22	25 80 per dozen
No. 24	34 20 per dozen

BETTER FEELING NOTED IN PIPE MARKETS

Toronto

Inquiries for steel piping are described as slightly more numerous, although the volume of current business is not large. Since the completion of inventory work, some sorting orders have been reported. The general situation, however, both in foreign and domestic pipe markets is described as offering a fair amount of small business with inquiries in steady proportion. Here and there are noted spasmodic signs that larger sizes of pipe contain prospects of improvement. There are some reports circulating that in spite of the prevailing low levels, certain independent steel mills levels, certain independent steel prices on attractive orders. The list No. 54, however continues to cover the local markets:

ONLY MODERATE TRADE IN SCRAP MATERIALS

Toronto

Most divisions of the waste material markets have been slow as regards either the volume of transactions or the amount of interest. Scrap iron and steel are still moving spasmodically, with prices generally unchanged. Current business is mainly confined to immediate and nearby requirements. Interest in copper grades has suffered a relapse due to the easier tone in virgin copper prices while other metals have just about stood still. The following are averages of local dealers' buying prices for fairly large quantites:

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	18 00	19 00
Stove plate	12 50	13 50
Grate bars	11 50	12 50
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 00	10 50
Light coper	8 00	8 50
No. 1 composition	9 00	9 50
No. 1 comp. turnings	6 00	6 50
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 00	4 50
Tea lead	2 00	2 50
Scrap zinc	3 75	4 00
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

TEN PER CENT. REDUCTION IN CASINGS AND TUBES

Toronto

As covered by a report appearing in a previous issue of Hardware and Metal, a further readjustment has been made in prices on automobile tires which places the quotations on these products at a lower level. Both cord and fabric tires are affected approximately to the extent of ten per cent. in all sizes.

In announcing the reduction on casings and tubes, tire manufacturers attribute the primary reasons for the change to easier exchange rates, some slight downward revisions in the raw cotton markets, and a general depression in rubber, which factors combine to lower production generally. This easing of costs, state the producers, is being passed along to the consumer. The fact that large supplies of raw materials in the shape of rubber and cotton are imported for the purpose of making auto tires, reflects an important side-light on production costs when the rate of exchange is returning to normal levels. The new prices are contained on another page in this section.

BUYERS' MARKET EXISTS IN INGOT METALS

Toronto

A buyers' market now generally prevails in all the ingot metals. The firmness in copper circles has receded owing to the preparations of producers to resume operations, coupled with the fact that consumers are fairly well supplied for the initial quarter. Other metals have shown some signs of slightly fluctuating, especially in London, but the undertone in most ingots remains more or less unchanged with prices fairly steady.

COPPER—Dulness is the most prominent future of the copper markets. Buying continues of a light nature, with American reports indicating that some export sales have recently been made at concessions. The fact that more copper producers are preparing to resume operations in the near future, has caused the present dullness. Consumers appear to have their needs covered for the first quarter, and a waiting policy is generally being adopted as regards future requirements. The local quotations remain between 17½ and 18 cents.

TIN—The tin market is quiet with but little variation in prices. Some easier levels are reported from London, but not of sufficient extent to afect the comparative firmness of the market of this side. Inquiries are not lacking, but actual business is quiet. The local price average is 38 cents.

LEAD—The tone of the lead market is nominally unchanged, although prices in London have again eased off a little. The advance in exchange accounts for this to some extent. There are few orders being recorded at present, and the local situation remains practically unaltered. The quotation of $6.75 is unchanged.

SPELTER—The market is described as moderately steady with a fair amount of activity. Some awakening of buying interest is looked for, with slight indications of a firmer recovery. Prices of spelter on domestic circles are generally unchanged, the local level being $7.25.

ANTIMONY—There is little animation in the market for antimony, and some selling pressure is noted which imparts an easier tone. Consumers are stated to be fairly well supplied, and there is no demand for export. Purchases are therefore very slow. The local prices remain unchanged, between 8 and 10 cents.

ALUMINUM—There has been no change in the aluminum market worthy of particular record. Holders, however, are not pressing any metal for sale, so that prices generally remain unchanged from previous levels. The local quotation averages 27 cents.

London Markets

LONDON, February 9.—The budget of price revisions this week includes lower prices on sash cord and cotton rope. Ball pein machinist handled hammers, window rubbers and steel sash pulleys are quoted on easier levels. Further increases, however, appear on both turpentine and linseed oil.

Business in this district is reported as fairly good, with a continued slight improvement. Seasonal lines are in good demand. Merchants are now preparing for Spring trade and in many cases are accepting their shipments of booked goods.

ADDITIONAL INCREASE IN LINSEED PRICES

London, Ont.

Another advance of five cents per gallon has been announced in the quotations on linseed oil, this current revision bringing the local level to 95 cents for raw and 98 cents for boiled, in barrel lots. Some lower prices than these are still evident on the markets, this being generally attributed to where distributors have larger stocks of the product on hand, which was purchased at easier levels. However, it is thought probable that the following levels will become general in the near future, as the demand is firm with flax seed prices slightly higher.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal	0 95	0 98
3 to 5 bbls., per gall	0 94	0 97
6 to 9 bbls., per gal.	0 92	0 95

Less barrels, add 15 cents gal.

ANOTHER INCREASE ON TURPENTINE QUOTATIONS

London, Ont.

Prices on turpentine continue of a very firm nature, both on the domestic and foreign markets. Quotations at primary distributing centres recently registered further advances and this additional charge has already been recorded in some local quarters. The average increase is five cents per gallon, thus bringing quotations to the higher level of $1.40 per gallon.

TURPENTINE—	Imp. Gal.
1 bl. lots	1 40
2 to 4 bbl. lots	1 39
5 gal. lots	1 55

REDUCTION ON MACHINISTS BALL PEIN HAMMERS

London, Ont.

New prices which are approximately ten per cent. lower are now quoted on machinists' ball pein handled hammers. The revised quotation is list less 10 per cent.

LOWER PRICES IN EFFECT ON COW CHAINS

London, Ont.

Lower price levels are now in effect on cow chains. The new quotation is list less 25 per cent.

REDUCED PRICES ON STEEL SASH PULLEYS

London, Ont.

Some lower prices are recorded on steel sash pulleys. The revised quotation on the Wickware pulley in lots of 100 dozen is 56 cents per dozen, and in smaller lots, 62 cents per dozen.

SCREEN WIRE CLOTH NOW GOING FORWARD

London, Ont.

Spring orders are now going forward for screen wire cloth. The quotation on this product is $3.00 per 100 feet for the paint black screen.

LOWER QUOTATIONS NOTED ON WINDOW RUBBERS

London, Ont.

Slightly lower prices are noted this week on window rubbers. Following are the revised quotations on these products:

WINDOW RUBBERS—X.L.C.R. (Metal Frame) —12"—$3.75 doz. 14" $4.25 doz.

PEERLESS—(Wood Frame)—12" $4.75 doz.; 14" $5.25 doz.

SASH CORD QUOTATIONS NOW ON LOWER LEVEL

London, Ont.

A reduction of six cents per lb. has been announced on sash cord prices. This change brings the revised quotations to the following levels:

SASH CORD:—No. 8 to 12—51cs. lb. No. 7 —52c, lb. No. 6—53c. lb.

FAIR ROPE BOOKINGS FOR SPRING DELIVERY

London, Ont.

Rope sales are reported to be seasonably light at present. Booking for spring delivery, however, is stated as very fair. There has been no change in prices since the following levels went into effect:

ROPE:—Pure Manila, 23c. base; Beaver Manila, 20c base. New Zealand Hemp, 20c. base. Sisal 18c. base.

NEW DISCOUNT ON WISS SHEARS AND SCISSORS

London, Ont.

The discount on Wiss Shears and scissors is again revised, this change resulting in the net prices being around 5 per cent. higher than formerly. The discount has been changed from 33 1/3 per cent off the new 1922 list.

REDUCTION ANNOUNCED IN COTTON ROPE PRICES

London, Ont.

A reduction has also been noted on cotton rope prices, the extent of the decline being approximately 5 cents per lb. Folowing are the new prices:

COTTON ROPE:—¼ inch and larger $0.41 per lb; 3-1 inch, $0.42 per lb.

BRISK SEASONAL SALE FOR HOCKEY STICKS

London, Ont.

The season for hockey sticks is now in full swing, and merchants report a big demand for these products. There has been no revision announced in quotations, the brisk sale serving to maintain a firm market.

QUIET CONDITIONS NOTED IN PUTTY MARKET

London, Ont.

Dealers report that a seasonable sale is evident for putty. Prices on this product remain unchanged at recent levels, and quiet conditions generally prevail. Following are quotations:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 55
Pure, 100 lb. drums	7 80
Do., 25 lb. drums	8 05

REPORT LIGHT SALE OF WHITE LEAD IN OIL

London, Ont.

A light condition is still evident in the sale of white lead in oil, with no change in price having been reported. The following levels are therefore the current average prices:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, per 100 lbs.	13 30	13 65
Elephant	13 80	14 15
Single Diamond, net list		
Double Diamond, net list.		
Cut Lights. 75 per cent. off light list.		

Winnipeg Markets

WINNIPEG, February 9.—Price revisions on the current hardware markets include lower quotations on general purpose wrenches, ship augers, alarm clocks, and stove pipe. Linseed oil records an advance of five cents per gallon with an improved undertone. Turpentine continues very firm, but no further changes have been announced. There has also been a slight increase in prices on cotton waste, following the recent downward revision on these products. Conditions continue of a quiet nature in the sheet markets, and little variation is recorded in other primary commodities. Both wholesalers and merchants generally are hopeful as regards expected improvement in the volume of spring trade. Buying is still in small quantities, however, with manufacturing rather quiet. Building is slow, it being too early in the season for activity in this line.

INCREASE IN LINSEED OIL QUOTATIONS

Winnipeg

Although Linseed oil has been reduced twice in the past two weeks, this week records an advance of 5c. per gallon. Raw Linseed is now quoted at 93 cents and Boiled 96 cents per gallon in barrel lots.

FIRM TONE EVIDENT IN TURPENTINE MARKETS

Winnipeg

Turpentine, which has advanced twice in the past two weeks, remains at last week's prices. The latest quotation is $1.55 per gallon in barrel lots; with the firm undertone still evident in both domestic and primary centres.

SOME SLIGHT ADVANCES ON COTTON WASTES

Winnipeg

Prices on cotton waste which were lowered considerably last week, have now been quoted at a slight advance in some quarters.

EASIER PRICE LEVELS APPEAR ON STOVE PIPE

Winnipeg.

A reduction is recorded this week in prices on riveted and ready to rivet stove pipe. Following are the latest quotations:

STOVE PIPE

Standard—6 in., $15.00 per 100 lengths. 7 in., $16.30 per 100 lengths.
Ready to Rivet—6 in., 13.50, 7 in., $14.80.
Riveted—6 in., $14.00, 7 in., $14.80.
Elbows, Heavy—6 in., $2.65 per doz., 7 inch, $3.00 per doz.
Light—6 in., $2.20, 7 in., $2.45.

FURTHER PRICE REDUCTION ON ALARM CLOCKS

Winnipeg.

Another reduction is recorded this week on Alarm Clocks. Following are the revised prices:

ALARM CLOCKS

Big Ben, $3.50 ea; Baby Ben, $3.50 ea; Sleepmeter, $2.10 ea., America, $1.40 ea.

NEW DISCOUNT ON WRENCHES LOWERS PRICES

Winnipeg

The discount on general purpose wrenches has been changed from 10 per cent. advance to 5 per cent. advance on list prices, thus placing net quotations on a lower level.

LOWER PRICES RECORDED ON SHIP AUGERS

Winnipeg.

A reduction is recorded in ship auger prices this week and discounts are now as follows:

With Screw 30 per cent advance.
Without Screw 30 per cent advance.

CONDITIONS STILL QUIET IN SHEET MARKETS

Winnipeg.

Prices in sheets are becoming more settled, but business is still very quiet. The benefit derived from reducing prices is said to be slight, as there is only little current business. It is too early to predict future prospects, but dealers are still hopeful regarding improvement with the advent of spring. Following are the unchanged prices:

STEEL SHEETS, BLACK—	
10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65
IRON, GALVANIZED—	
Premier; Apollo and "Fleur de Lis"	
10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 24 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

Hamilton Markets

HAMILTON, ONT., — Inventories just completed by various branches of the hardware trade show in most cases stocks very much depleted, with the opinion prevailing that major price revisions are done with and that prevailing prices on most lines are representative of sufficiently stable prices to justify booking for Spring requirements.

Steel production is now at about 40% of capacity, but this is hardly a fair comparison with normal due to the great expansion which took place in this industry during and following the war. There has been some reduction in wages in the steel industry but freight rates are still an important factor in prices, it being necessary to transport approximately five tons of ore to produce one ton of steel. If larger volume of freight could be guaranteed at lower rates, manufacturers are of the opinion that there would be a reduction but experience recently has been that lower prices have not always acted as a stimulant. Manufacturers are experiencing some improvement in bookings now that wholesalers are placing post-inventory sorting orders. Contemplated building in the Spring is expected to stimulate the demand for structural steel, though no boom is expected in construction until money rates decline.

Less Margin for Steel Producers

Steel producers point out that many lines are now being sold below cost due to the keen competition for what business offers. The story is being circulated that one independent producer in the U. S. spent $85 expenses to send a salesman to get an order for twenty kegs of nails. The curtailed margin of profit of the largest U. S. steel producer in the last quarter is taken as significant of the conditions prevailing in this industry, the margin showed a decline from 16% in the last quarter of 1920 to .31% in the last quarter of 1921.

Hardware manufacturers point to the fact that where a reputation has been made for a high quality line, business has suffered little in the depression due to the fact that the buyer has had more time to examine goods. One hardware manufacturer reports January the best month since last April from the standpoint of profits and reports that records so far in February are maintaining this condition. Active buying for certain lines for Western Canada trade is reported, though other staple lines are being little called for, thought to be due to the practice of banks of restricting clients who are in difficulties from making new purchases until a certain portion of stocks on hand are liquidated.

Some adjustments will probably be made in wire fencing by certain producers before the end of next month but all current bookings are being made on an April 1st dating. Stocks of fencing held by retailers and wholesalers are said to be low. Farmers, particularly in Western Canada are doing little buying but it is expected that they will be in the market for necessary requirements such as fencing.

Wholesalers claim confidence in prevailing prices in most lines and are showing no hesitation in buying for Spring requirements. Some minor revisions are expected but no changes of sufficient importance to justify taking chances of losing business through not being in position to fill orders. Retailers are still said to be buying in small quantities and doing little placing business. Collections are only fair but there is said to be nothing alarming in the credit situation.

Export trade is reported by some companies to be opening up rapidly, making necessary more industrial activity. Many enquiries are being received daily from foreign points.

Pittsburg Markets

PITTSBURGH, Feb. 9.—There has been a gradual improvement in demand upon the steel mills since the first of the year, but at a decidedly slower pace than was expected.

There are no particularly outstanding features in the steel demand, which is quite variegated in character and comes from all sections of the country, also from all classes of trade. The demand shows just what is going on industrially. Business is being carried on to the extent that is necessary in a period of readjustment and recuperation, and everything is being done on the most conservative basis. Buyers are not making forward purchases in any case and are not attempting to carry anything like normal stocks. The orders are small individually and the specifications are decidedly mixed. It is strictly what is commonly called hand-to-mouth buying.

Operations of Mills Increasing

As the buying is all for prompt shipment, mill operations show plainly the rate of buying. Almost week by week since the first of the year there have been heavier operations by both the Steel Corporation and the independents, but the Corporation has gained more than the independents and is now op-

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Deterioration=Five Times Fire Loss

Co-operation of various factors involved will help stimulate paint business—
Encouraging a spirit of pride in the local community—
Ways of educating the farmer to the value
of paint as a surface protection for
buildings, implements, etc.

Written for Hardware and Metal by A. J. WEBB

THE FORTHCOMING season of 1922 is one which calls in the fullest measure for "Co-operation" of the highest degree, if we are to make the success that is possible, and if we are to obtain to the full the business that will be going in paints and other lines.

The dictionary definition of Co-operation is "joint labor," but this definition hardly goes far enough in the opinion of the writer. It is very evident that, if, in our efforts, there is no continuous chain, then we are bound to dissipate the strength of them, and we cannot hope to achieve the results we otherwise would.

In the paint and varnish industry there are three essential factors that must be taken into account in our endeavors to secure the fullest co-operation. These are, first the manufacturer, second the jobber and third the retail merchant. It is futile for the manufacturer and the jobber to co-operate, unless they also have the hearty interest and fullest help of the retailer. Given these three factors all pulling one way—all working harmoniously together—then, indeed there is an excellent chance of developing sales of paints, varnish and allied products to the fullest degree.

Various campaigns have been put into force by the manufacturers (the most important of them being the "Save the Surface" Campaign) which are all calculated to increase the sales of paints, varnishes and allied products—to spread the knowledge of the true economy in the use of these products, and finally to educate the people of Canada that to delay painting, (or in other words to delay Saving the Surface) is extravagant and wasteful.

Social Pride

Our propaganda has been the stimulating of the annual Paint-Up and Clean-Up Campaigns of the various cities, and this work will be carried very much farther afield in future. It is hoped to so interest each small town and village in the Dominion of Canada in this worthy object of painting up and cleaning up annually, that many sales will be obtained in this way also. It is the desire to arouse the pride of each community in its own town, village or hamlet, to understand the merits of painting and cleaning up, and to instil in them the economy there is underlying the motive.

Much work has been done by the various paint organizations of the Dominion of Canada, towards this object, from which there has been much benefit. The paint manufacturers of Canada contribute heavily to the expenses of the "Save the Surface Campaign," the merit of which is unquestionable, but it is necessary for the dealer to cash in on these various campaigns and propaganda work, otherwise no one will obtain the ful value of the steady, but consistent work that has been going on for three years. Let us endeavor to arouse the pride of the property owners—of the dwellers in their own houses, or other property—let us drive home to them the very important fact that the moment the surface is unprotected it is commencing to deteriorate—let us point out to them that the official figures of fire losses in Canada for the last year were only 1-5 of the annual loss entailed by deterioration by disintegration, or, in short, by leaving the surface unpainted or unvarnished.

A JOB FOR ALL

There's a job for each good hustler here,
Good work for all to do.
Let's pull together through the year
In nineteen-twenty-two.
Let's add the "Co" to Operate
And each one stronger be,
Let's keep it up and not abate
Our efforts—you and me.
Keep up your plugging early—late
And in the business race,
Midst Canada's industries great
Take proud and rightful place.
Let's bring our message to the fore
That each one great and small,
Use paint and varnish more and more
And "Save the Surface" all!
Now Dealer—Jobber—Paint Men, hear
Let's follow this right through,
And make the greatest painting year
In nineteen-twenty-two!

Raising Tone of the Community

It is a duty to all of us interested in the paint trade to spread the knowledge of this propaganda, and the knowledge of the benefits to be derived therefrom to the limit, and the manufacturers and jobbers have started. Many dealers are realizing results from the many thousands of dollars expended by the paint men of Canada to further this worthy object. To secure these results enthusiasm must be there—interest must be there. Talk painting-up and saving the surface at every possible opportunity. Point out the undoubted saving in actual dollars to the person concerned. Show how the fact of the person's property being painted and being spic and span actually raises the tone of the community. Is it not an accepted fact that wherever one person starts to paint another one immediately follows, and for a good reason? A newly painted house, or a newly painted building, always shows up, in the worst possible way, the houses surrounding it, and particularly this is so if they have been neglected. It is then largely a matter of self-esteem that will prompt the owner of the dilapidated property to paint up, and so, once the ball is started rolling we may look forward to an accumulative effect.

Educating Farmers

The farmer can be greatly educated along these lines, and while it is true

(Continued on page 68

SERVICE

CONFIDENCE

FAIR DEALING

A Hearty Welcome

"As welcome as sunshine
In every place
Is the beaming approach
Of a good natured face."

We hope circumstances will permit of your attendance at the coming Convention of the Ontario Retail Hardware Association. If you go, you will find there a comfortable booth labelled "Lowe Brothers, Limited." It was erected with a desire for your welcome and a thought for your convenience.

By "your convenience" we do not mean that you will be met by an over enthusiastic salesman who will annoy and confuse you with his "sales" rantings, but rather, you will be greeted by a gentleman who will place himself at your disposal to answer your inquiries when they are made. To explain facts, if required, concerning our unusual "Sales Service" display, and to otherwise courteously endeavor to serve you.

To you also who will visit Toronto after the Convention, our factory at 263 Sorauren Avenue (Phones Parkdale 3400 - 3401) is hospitably open.

This is directed to every Hardware Merchant—our Agents as well as our Competitors'—to whom we extend a most cordial invitation.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

DETERIORATION FIVE TIMES FIRE LOSS

(Continued from page 66)

they have advanced considerably during the last five years, yet much remains to be done. Here is where the dealer can start to move things. He is the man that is in close touch with his customers and can talk to them face to face over the counter. A timely hint at the opportune time regarding property or machinery that the dealer knows the farmer has, can often swing the business, and at the same time inculcate into the farmer's mind the basic fact that you are actually doing him a service by suggesting to him that he preserve his property by proper and adequate painting.

Given perfect co-operation between manufacturer, jobber and dealer the paint, oil and varnish industry of Canada should go ahead with rapid strides and take its place in its rightful position among the industries of the Dominion. The year 1922 is one that is scheduled as the greatest paint, oil and varnish year, but this will never be accomplished without co-operation. Let us put our shoulder to the wheel—our whole efforts behind our sales propaganda—let us spread with enthusiasm, with vigor and with interest, the knowledge of the benefits to be derived from the use of paint, oil and varnish, and if we all work together towards this common object we shall indeed attain our object.

Paint Trade Notes

Richard Moore, President Benjamin Moore & Co., has been appointed a Police Commissioner of St. Louis. At the recent meeting of the St. Louis Paint, Oil & Varnish Club, Mr. Moore was duly installed as the Paint Man's Friendly Policeman.

PARTNERSHIP DISSOLVED

The partnership known as the Scott Paint-Varnish Co., London, Ont., has been dissolved and a charter applied for, the new company to take the name of the Scott Paint-Varnish Co., Ltd., with the motto, "We tell the Truth," a motto which is expeced to win in paint merchandising.

R. SCOTT JOINS SCOTT PAINT-VARNISH CO.

Reginald F. Scott has severed his connection with the Hobbs Hardware Co., Ltd., London, Ont, and joined his brother Charles R. Scott in the firm of Scott Paint-Varnish Co., London.

THEATRE PARTY

London, Ont.—The Scott Paint-Varnish Company gave a very enjoyable theatre party to the nurses of St. Joseph's Hospital who faithfully nursed Charles R. Scott, the manager of sales, through his recent illness. Among those present were Miss Farrell, Tom Houghton, sales manager International Varnish Company, Montreal; Fred Cookson, sales representative of the Company for Western Ontario; C. Hunter and Charles R. Scott.

MILKING COW AT BOTH ENDS

(Continued from page 37)

and relief from monotony which the automobile brought to them by facilitating travel to and from otherwise distant points. As used by retailers, Mr. Russell predicted the automobile would be an important factor in the building up of cities and towns by increasing the range of territory which could be covered, this resulting in bigger business and larger stocks for the retailer.

In Ontario Mr. Russell stated that there was one automobile for every sixteen people. This compared very favorably with other parts of the world, one of the most thickly populated sections of the United States showing the highest record of one automobile to eleven persons. The saturation point was nowhere in sight in Canada, he thought, due to the fact that the renewal business coming every five years for every automobile in use together with the increasing number of users each year would make a constantly enlarging market for automobiles and for the accessories and equipment which they require.

Value of U. S. Tourists

Hardware merchants will be interested in figures given concerning the number of U. S. motorists who visit Canada each year. In 1921 the number was over 100,000 and it is estimated that these tourists spent in Canada over $50,000,000. This number is expected to increase in future years.

T. F. MONYPENNY

Vice-President and Sales Manager Imperial Varnish and Color Company, Toronto, who has been prominently identified with recent movements to secure better co-operation between various branches of the retail hardware trade, and who has also been one of the most active exponents of the "Save the Surface" idea.

Speaking of fundamental factors which govern the trend of the times Mr. Russell drew attention to the fact that whereas savings bank deposits in 1913 totalled one billion dollars, that present deposits coupled with the money invested in the Victory Loans represent savings of over three and a half billion dollars.

F. I. Fox, Manager Ford Motor Company of Canada also stated that he had every confidence in the outlook for automobile business in 1922. The Ford Company he stated had written off nearly two million dollars on inventory last year and this had enabled them to base present prices at a fair ratio to present costs. The minor extent of the last decline in price was taken as an indication that low levels had been reached in automobile prices.

IMPORTANT DISCUSSIONS

(Continued from page 53)

ners in the east in preference to the product of the Kelowna cannery previous to the time the eastern concern established a plant in the Okanagan. Mr. Parsons drew attention to the fact that on a recent trip in the Okanagan, he found five cans of California canned vegetables to one of Okanagan. Replying, Mr. McPhail said the imported stock was sold by Vancouver wholesalers.

The Future Outlook

One of the most interesting addresses was delivered by C. P. Schwengers, managing director of E. G. Prior & Co., Ltd., of Victoria, on the subject of future business conditions. In proportion to the ability of a merchant to discount the future, so would his business prosper, he said at the outset, following by referring to former boom periods and the resultant depression. Business had come throughout the past year in fairly good condition and most of the hardware firms were still operating. The B. C. Hardware Club was given its share of credit for the important part it played during 1921.

Mr. Schwengers went on to say that there was every encouragement for the future, that every known factor in commerce pointed its finger to business improvement. He named six of these factors. Speculation was at the lowest since 1904. Merchants' stocks had dropped from the middle of 1920 when they were 50 per cent. above normal due to slowness in deliveries, to the present when they were 50 per cent. less than normal, and lowest at any time within the past seventeen years.

The abnormal demand for bonds was another factor, the speaker continued, When a dealer liquidated his stock, he usually bought securities which could be quickly realized upon. Bonds filled this need and combined safety. Illustrating

(Continued on page 70)

HOW MUCH WILL IT COST?

THERE are many people in your community who long to give to their homes the charm of individuality which only beautifully tinted walls and ceilings can give, and are deterred solely by the idea that such a finish involves a serious monetary outlay.

It doesn't—the Decotint way. Decotint is a beautiful, durable and permanent wall paint that is remarkably inexpensive and is so easy to apply that any amateur can secure excellent results in any one of twenty-two delicate tints or in any color combination desired.

You can recommend Decotint, not only for the beautifying of the home, but also as the most inexpensive and sanitary medium for the interior walls and ceilings of halls, club rooms, schools and public buildings.

Order Decotint now and let the people of your locality know you handle it. Give it display room and watch it sell.

The Deco-Tint Company
897 Centre Street
MONTREAL

DECOTINT

Sells 400 Brushes in "One Cent" Sale

Ordinarily Not Many Brushes Sold in January, but the "One Cent" Sale Stimulated Brush Business—Large Assortment of Brushes on Hand and Two Given for 76 Cents Where Ordinary Price is 75 Cents Each—Co-operation of Ads With Window Display

WITH the idea of stimulating the brush business in a usually dull month Mills Hardware Co., Hamilton, Ont., conceived the idea of arranging a "one cent" sale similiar to those which have been used for some time by other branches of the trade, especially druggists. The results were not only large for the month of January, but they represented a volume of brush sales which would do credit to the best month of the year. Speaking of the result of the brush sale, Wilfrid Mills stated to Hardware and Metal:

"Ordinarily we do not sell very many brushes in the month of January. By co-operation in advertising in the local newspapers, coupled with a very attractive window display, we sold over 400 brushes in one week during our "one cent" sale. There is a splendid business even in the dullest months, providing the hardware merchants are willing to go after the business.

Two Different Articles—A Unique Feature

"We bought an assortment of brushes including scrub, paint, kalso, lather, bannister, shoe, stove, bowl, whisks, etc., our idea being to put these brushes on sale giving our customers their choice of any two brushes, that is a stove or a shoe brush, etc., both for 76c. The startling feature of this sale is the departure from the conventional 'one cent' sale where an additional article of the same kind is sold for one cent. Here a totally different item is offered for the cent and the effect is certain to arouse the greatest interest on the part of the reader.

"The ordinary 'one cent' sales have lost some of their early glamour as the people realize that many of the items were small leaders to draw trade but this idea is something different. The customer can get two different articles of which he is in need for the price of one, plus one cent.

"If a drug store can create a one cent drug sale, why not a hardware store a one cent brush sale?"

Ad used in the local newspapers by Mills Hardware Company, Hamilton, Ontario, dealing with the first "one cent" brush sale put on locally. This ad in combination with the window displays and other effort resulted in the sale of over 400 brushes in one week.

IMPORTANT DISCUSSIONS

(Continued from page 68)

the point, he said that U. S. Liberty Bonds had jumped fifteen points within three months.

Pig Iron Situation

Still another factor, Mr. Schwengers said, was the pig iron situation. At the top of a boom, when business turned, the output of pig iron would decline. There were indications of an increase in business when the output increased. Quoting figures, the speaker said that the output to-day was 50 per cent. greater than at this time a year ago.

Bank loans of the Federal Reserve Banks of the United States had been reduced from $2,850,000,000 to $1,100,000,000 while deposits had increased and reserves had been greatly strengthened. Call money, too, had dropped to as low as 2 1-2 per cent. within the last month. These factors, the Victoria man added. had never failed. "Let's be optimists and help business along," he said in conclusion.

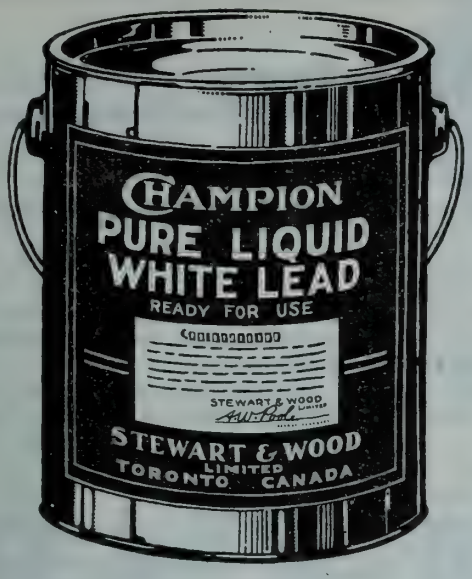
Mr. Schwengers was given a hearty vote of thanks as proposed by Messrs. Davis and Harry C. Martin, of Martin, Finlayson & Mather.

Pay Attention to Profits

Mr. Martin, leading a discussion on the address, said that business during the past month had not been up to the mark, for which many in the trade were disappointed. He hoped Mr. Schwengers was right when he said that the sun of prosperity was to follow. With careful engineering by the merchants there was no reason, he declared, that when they met again next year, the individual houses should not be able to show credit balances. He said that it was not necessary for retailers to lay in large stocks as there were good wholesale houses in Victoria and Vancouver which were well supplied. He recommended retailers to pay more attention to their profits and losses and to take a monthly balance.

"Credit—the business man's greatest asset," was the subject of an instructive paper read by E. Munton, of the whole-

(Continued on page 74.)



Champion Pure Liquid White Lead

Made of
Pigment—Pure Government Standard White Lead
Liquid—Pure Refined Linseed Oil
—Pure Spirits of Turpentine.
and that's all!

You Can Now Get The Good Old-Fashioned White Lead In Liquid Forn

Champion Pure Liquid White Lead is a white lead paint, ready for immediate use. It is absolutely pure, made from Government standard white lead, with the addition of pure refined linseed oil and pure spirits of turpentine, ground and mixed in scientifically correct proportions which are always the same.

It stays in suspension. No breaking up. Use it from the tin. Saves time and waste.

Painters will use it because it saves time and gives perfect results.

Every customer, whether for a quart or a barrel will buy Champion Liquid White Lead in preference to buying the lead, oil and turpentine and mixing them by the old laborious method.

Factories, Mills, Hotels, Public Buildings, Steamships, all big consumers—will be glad to get Champion Liquid White Lead and save the labor expense of the old-time hand mixing.

Get ready for the painting season. Put in a stock of Champion Liquid White Lead. It will sell readily—and make extra sales for you, once your customers know that ready-to-use liquid white lead is available.

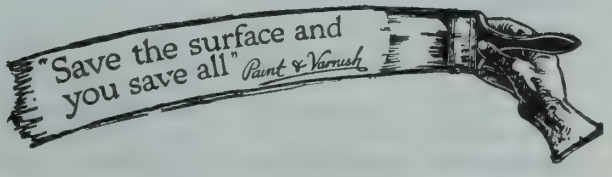
Write us for sample tin and full information

STEWART & WOOD, LIMITED

PAINTS, VARNISHES, GLASS, GLUE, ETC.

TORONTO, CANADA

Meet us at
Booth 22
Exhibition Hall
Hamilton



Weekly Paint Markets

Montreal

MONTREAL. February 9.—A rapid rise in linseed oil prices and a further increase of 2 cents in quotations on turpentine have been the price developments in the local paint market during the past week. Oil prices have continued to soar during the whole week, showing three different advances of a quite substantial nature. Raw oil commenced at 85 cents, was increased to 87 cents, then to 91 cents, and the latest price available was 93 cents per gallon in one barrel lots, with boiled increased accordingly. The advancement of prices is said to be purely in sympathy with the higher prices on seed, and even now the flax market is very firm, with further increases not unlikely. The question of a shortage in seed supplies, as outlined in a previous issue of Hardware and Metal, is now stated to be more than mere market gossip. Although not considered serious by some well informed a few weeks ago, it is now uppermost in the minds of local crushers. Argentine crop estimates have not been at all favorable, and present large American interests, anticipating the seed shortage, have looked to Canada for supplies which would naturally boost the home market.

Although a further advance of 2 cents is again recorded on Turpentine. local distributors state that existing levels are not yet on a plane with Souhern quotations. Present levels in the South should mean a price of 4 to 5 cents higher on the local market, but owing to cheaper supplies still on hand in some quarters, new stocks cannot demand the proper prices. A firm tone is still displayed in the South, with producers apparently in control of the situation, and offering only enough new supplies to take care of present demands.

Paint and varnish sales are steadily increasing with the approach of the painting season, with prices on all lines holding unchanged. The same might be said of brushes, business taking a more active turn after the close of the month of January.

RAPID INCREASE IN LINSEED OIL QUOTATIONS

Montreal

The action of linseed oil in the past week has been such that quotations have been rather hard to follow, prices registering a continued climb, and by no means of a gradual nature. Raw oil, with boiled in proportion, commenced at 85 cents, was advanced to 89 cents, later to 91 cents and the last price obtainable was 93 cents per gallon, with a further increase of 2 cents quoted in some quarters.

With such a rapid rise already recorded, there seems every likelihood of a further advance within the next few days. The flax market is very firm at present, with the question of future seed supply now uppermost in the minds of crushers. A few weeks ago it was stated by one local crusher that it was questionable whether the seed supply would outlast the coming season. This is now considered more than mere market gossip, as already the shortage is being felt both locally and in outside markets.

Argentine reports a keen European demand and with crop estimates not too favorable, American interests are now looking to Canada. The appearance of these crushers on the domestic market is undoubtedly the chief reason for the present flurry, and if these purchases are only fairly extensive, they would leave the Canadian sources of supply in a short state.

Locally, demand is still of a quiet nature, but crushers are not at the moment so much interested in this as the question of supplies to meet the improved demand which is bound to follow in the coming weeks. Quotations at time of going to press are as given below:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal ..	0 93	0 95
3 to 5 barrel lots, per gal.	0 91	0 93

Less barrels, add 10 cents per gallon.

FURTHER ADVANCE IN TURPENTINE PRICES

Montreal.

Turpentine quotations locally again register a two cents advance, bringing the present price to $1.27 in one barrel lots. The recent strength displayed in Southern markets is claimed by one local distributor as not being fully reflected on the local market up to the present, and with existing levels remaining unchanged at primary centres, local prices should continue to show slight advances. In other words, present Southern prices should mean a quotation of some 4 to 5 cents a gallon higher here, but owing to cheaper supplies still on hand in some quarters, new stocks cannot demand a price that leaves a reasonable amount of profit. For this reason, upon older stocks becoming depleted, prices should soar in proportion to existing outside quotations.

Current reports from the South indicate a maintenance of the firmer tone, and quotations during the week were slightly advanced. The gain has not been so rapid, but would seem to be in sympathy with the gradual increasing demand. Offerings of fresh supplies are still comparatively small, this being a deciding factor in assisting to maintain higher levels. Locally, demand is still for small quantities for the most part, but with a season of heavier consumption fast approaching, sales should increase. Following are revised quotations:

TURPENTINE—	Imp. gal.
1 barrel lots	1 27
3 to 5 barrel lots, per gal.	0 91 0 93
Broken lots	1 37

ROSIN MARKET IS NOW MUCH STEADIER

Montreal.

Trade in rosins continues very quiet, but not unusually so for the present season. However, consumption of this product will not, in all probability, reach the same proportion this year as in past seasons, figures even for last year showing a decided falling off from those immediately preceding. The reason for this has been outlined in a previous issue, and is due chiefly to soap and varnish manufacturers not requiring supplies for the making of their products.

This decrease in imports is not expected to further reduce prices to the same extent as in the past 12 months, when substantial reductions had been recorded. Although this condition would ordinarily assist toward lower prices, it is said to be offset by the curtailment of production, producers realizing the smaller demand. Quotations remain locally as follows:

RESIN—	bbls.	100-lb. kegs	Less quantities per 100 lbs.
G., medium grade	3 00	4 50	6 00
Water white	4 75	6 25	7 75

IMPROVEMENT NOTED IN BRUSH SALES

Montreal

The current business in paint and other brushes can be stated as showing a gradual improvement, the opening of

(Continued on page 74)

The outward mark, or Stencil, of Fire Boiled

Recognized for the past 58 years as the standard

BADEN BOILED

"Fire Boiled"

Baden-boiled means Fire-boiled

This absolutely incomparable "Fire Boiled" or "Kettle Boiled" is known from coast to coast as Baden Oil.

It was originated at Baden in 1864 and has remained the linseed oil by which all others have been compared, ever since.

The name "Baden" signifies everything good that can be said of linseed oil. It is the merchant's and the customer's guarantee that the oil is the best that can be produced. Ask for "Baden."

The Premium on "Baden Boiled" Oil over Raw is three cents while the Premium on "Steam-Boiled" is only one cent.

The Dominion Linseed Oil Company

Limited

Baden Toronto Montreal Winnipeg

MONTREAL PAINT MARKETS

Continued from page 72

this month apparently bringing to a close the more inactive period. Orders for future deliveries are said to have slackened during the month of January, after a fair amount of business in the closing months of the year. From now on, however, dealers anticipate a more active demand, and some of the larger orders that were withheld until after inventory, are expected in the present month. Prices are remaining steady for the present.

Toronto

TORONTO, February 9.—Interest in the current paint markets as regards prices is centered upon the further increases in linseed oil and turpentine quotations. Additional advances of five cents per gallon have been announced on both products, thus bringing prices to higher levels than have prevailed for some time past. The meeting of the Paint, Oil & Varnish Association in Montreal, and also that of the Lead Ass'n, attracts marked attention in view of possible developments affecting the paint industry in general. However, other features are supplied by the firm undertone to the glass markets and the rumor that slight advances may materialize in quotations in window glass in the future.

PRICES ON LINSEED OIL SOAR HIGHER

Toronto

Another advance of five cents per gallon in the local quotations on linseed oil. This additional revision brings the current price up to the level of 95 cents for raw and 98 cents for boiled in one and two barrel lots. Some lower prices than these, however are still appearing on the market, one distributor quoting as low as 91 cents for boiled. However, the condition of the market renders changes imminent from day to day. Any such easier figures are generally attributed to where some stocks are on hand, which were purchased at easier levels than those now prevailing. The demand for oil has recently experienced a marked recovery, and prices have consequently reflected this interest. Flax seed prices are also slightly higher, these conditions contributing to the firm undertone in linseed circles. Following are the revised levels:

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 95	0 98
3 to 4 barrel lots	0 94	0 97
6 to 9 barrel lots	0 92	0 95

STILL HIGHER PRICES APPEAR ON TURPENTINE

Toronto.

Another additional increase of five cents per gallon on turpentine prices attracts considerable interest this week, as the local prices are thus raised to the level of $1.40 per gallon in one barrel lots. Quotations at primary distributing centres have again registered further advances, and this current change places the markets on a higher level than has prevailed for some time. Prices on turpentine, both on the domestic and foreign markets, continue of a very firm nature, with producers at Savannah attributing the rise to the ebb of fresh receipts and the fact that they are now entirely inadequate to meet trade requirements. Drafts are therefore continually being made on the tanked product. Thus producers are more or less in full command of the present situation. Under the circumstances the obvious position of the current price is one where the holder insists upon receiving a certain amount. The foreign demand is quite small and daily orders are for immediate requirements. These conditions are expected to prevail, at least while the present price levels are in evidence and until the new crop moves. Some local distributors are adhering to price levels a few cents below the nominal quotations. This is particularly where some stocks are available which were evidently purchased prior to the existing market:

TURPENTINE—	Imp. gal.
1 barrel lots	1 40
2o to 4 barrel lots	1 39
5 gallon lots	1 55

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon Extra

IMPROVEMENT NOTED IN PAINTS AND VARNISHES

Toronto.

Current activity in paint and varnish is stated as being well up to the average expectations of manufacturers and distributors at this time of the year. Signs are not wanting of early activity in building circles, and it is evident that fair prospects at present exist for a marked season in both the construction and paint industries. The erection of many houses is reported planned in both city and small town localities, and this is generally expected to prove an added stimulant to the paint trade. Orders for the Spring season are coming along in better volume with each succeeding week, and optimistic expressions are being supported by an improved demand. Prices are at present unchanged, and manufacturers are practically unanimous in stating that no revisions in the present levels are being contemplated at this season of the year. It is pointed out that no easing of production costs has been evident since the reductions last Fall, and in some cases raw material prices have increased. Whether any discussion of this subject will result in some action along the lines of lower prices at the meeting of the Paint, Oil & Varnish Association in Montreal, could not be ascertained.

IMPORTANT DISCUSSION

(Continued from page 70)

sale grocery firm of W. H. Malkin & Co., Ltd., and vice-president of the Canadian Credit Men's Trust Association. Credit was only as good, he said, as the strength of the firm to which it was given. It was based on confidence, character and integrity.

In the discussion which followed Mr. Stearman very clearly showed the advantages to be gained by the taking of discounts, his percentage savings running up to 750 per cent. He believed that trade in Vancouver would be much worse were it not for the influence of the B. C. Hardware Club. He advised the dealers to shorten their line of credit, clean out dead stock and "Don't mix hardware and real estate, as they don't mix."

Mr. John Dunsmuir, of Wood, Vallance & Leggat, Ltd., said that the present was not a time for retail hardware men to stock up and that he considered the hand-to-mouth system the best just now, while the trade was working on a falling market. Retailers should make the wholesalers take the chance, he declared.

Other speakers were Messrs. J. Payne of North Vancouver and A. Davis.

Banquet and Cabaret

In the evening the big feature was the annual banquet and cabaret which were held in the ball room of the Hotel Vancouver at which upwards of 450 people were in attendance. Mr. Stearman was master of ceremonies. There was a very attractive program including an address by Pres. R. R. Taylor of the Victoria Hardware Club in which he told of the progress made in Victoria ending with an invitation to the B. C. Club to visit Victoria on June 14. Mr. Hyslop told briefly of the progress of the club during the year and expressed the hope that its membership would be doubled by next year.

The following committees had charge of the arrangements for the cabaret: Banquet, W. C. Stearman and J. H. Roaf; entertainment, G. Kearns, C. Bryson, F. Ball, and P. Gordon; tickets, J. B. Payne, G. J. Gunn, J. A. McCallum, J. Hyslop, Gordon Brown and L. W. Latimer; reception, T. H. Latimer, G. Brown, H. C. Martin, R. Bull, M. Dumond, J. H. Roaf, J. B. Payne, W. C. Stearman, J. Hyslop, W. Kidd, W. H. Hudson, J. Sargison and C. Bryson.

PITTSBURG MARKETS

(Continued from page 65)

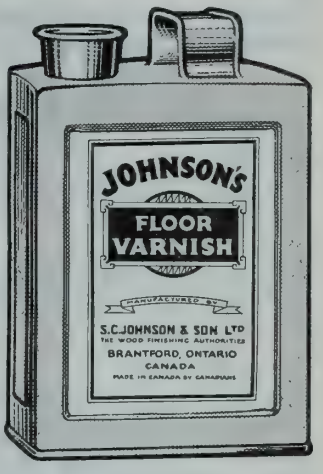
erating almost one-half greater percentage of its mill facilities than are the independents. With the increase that has occurred since the first of the year the Steel Corporation has been producing steel ingots in the past two weeks at the rate of about 11,500,000 gross tons a year, while the independents, with their gain, are doing about 10,500,000 tons a year, making about 22,000,000 tons a year as the rate of the steel industry as a whole.

There's Profit and Prestige in Handling the Complete Johnson Line

YOU'RE in business to make money. Johnson's Artistic Wood Finishes net you a substantial profit on every sale. But in addition Johnson Products are business builders—they make satisfied customers — repeat buyers — the kind that mean a steady, continuous, profitable business to you.

Johnson's Sani-Spar Varnish Stain is a waterproof product which will not turn white. Gives wonderful results on furniture, floors, woodwork and all interior and exterior surfaces. Put up in four sizes and in natural and four shades only, consequently a small investment brings you a complete stock.

Johnson's Floor Varnish is as good as Johnson's Floor Wax. What more can be said? It gives a beautiful, high gloss which will not mar, blister or scratch white. Dries dust-free in 2 hours and hard over night. Is absolutely waterproof and will stand all reasonable tests.

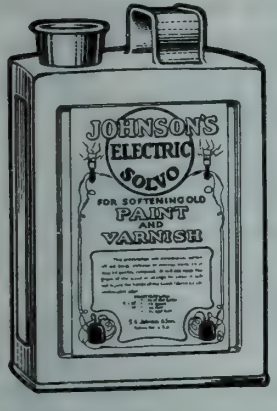


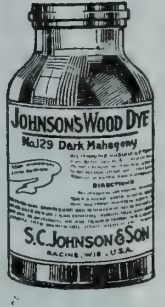
Advertising

The complete Johnson line will be extensively advertised throughout Canada. The leading magazines will carry the interesting Johnson story right into the homes of the people who are your logical customers. By displaying all the lines in your store and windows you will be the final link in completing the sale.

Sales Helps

And in addition to the advertising there will be attractive sales helps — counter cards, window cards, booklets, folders, envelope stuffers, and many other features that will aid you in building up an interesting and profitable business in Johnson products. When you send in your order specify just what sales helps you need.





Johnson's Is a Quality Line

Only the best grades of raw materials are used in the manufacture of our products and every department is in the hands of experts. This insures a uniform manufactured product of the highest quality. All Johnson Products are well canned—beautifully labeled—well advertised—and allow the dealer a good margin of profit.

Johnson's Car Savers---A Profit-Pulling Auto Accessory Line

No accessory stock complete without Johnson's Car Savers. They have stood the test of time. You can handle them right in connection with the regular Johnson Line without devoting much space to their display or tieing up much of your capital. There's a Johnson Car Saver for every purpose—for removing carbon—mending leaks in radiators—for renewing old tops—for varnishing old cars—for lubricating springs—for removing pits and foreign substance from valves —for patching tubes, casings, etc. The demand is for "Johnson's."

S. C. JOHNSON & SON, LTD.

Brantford, Ontario, Canada

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buy ers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ..	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ..	....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long ...	33 00	.....	.....
32 Short ..	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ...	133 00	.....	.....

Dominion Ammunition —Discount 55 per cent.

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor- $14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes, doz. ...	14 25	15 50
Hunters' axes, doz..	13 50	14 50
Single bits, doz. ..	16 50	19 50
Double bit, doz.....	23 50	24 00

On weights heavier than base add to list as follows:

Group 2....$2 50 Group 3..$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12, each..........	$0 50
12 or less than 50, each.....	0 45
50 or less than 125, each....	0 43
Bbl. lots of 125, each.......	0 39

"Reliable" Ignition, 2½x6 inch.

less than 12, each	0 50
12 or less than 50, each .	0 45
Box of 50, each	40½
Bbl. lots 125 each, each..	37½

F.o.b. factory, Toronto. F.o.b. warehouse, Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 60 per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List
Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal) ..	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back ...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.
Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
do., Toronto	0 23
No. 4	32 50
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto, ...	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings............	$ 6 65
No. 5, standard............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 10%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots— Toronto.	
Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 80	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.
Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$3 43
Good Morning	1 37
Lookout	1 88
Sleepmeter	2 06

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	18 00

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	5 65
18—50 ft. lengths	6 25
19—10 ft. lengths	4 70
19—50 ft. lengths	5 56

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3 . . . .,.......	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY—

	Doz
No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb...	0 39	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 53
No. 7, lb.	0 52
Nos. 8, 9, 10, 12	0 51

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs. — Montreal, $7.75; Toronto, $8.00; London, $7.75.

DAMPERS—

	Doz.
Cast, Champion, 5 inch ...	$1 42
6 inch	1 57
7 inch	2 10

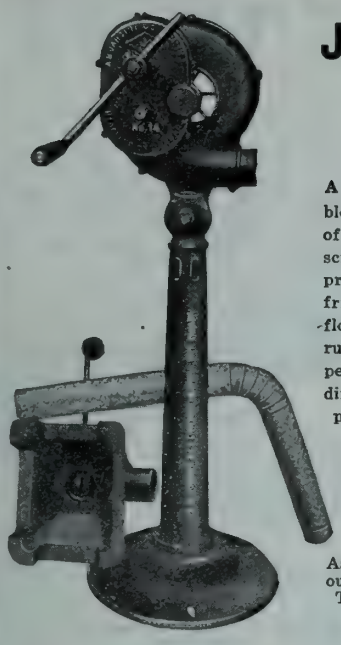
DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in v 2½ in. shank, List each.
⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70;

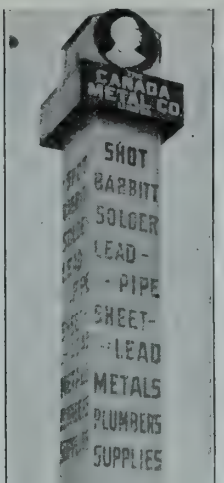


JARDINE
Pedestal Blower

A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



SHOT
SHEET LEAD
LEAD PIPE
BABBITT
SOLDER

Low Price
High Quality
Immediate Shipment.

THE CANADA METAL CO., LTD.
TORONTO

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

M. X. L. Pumps

The best and most up-to-date line on the market—combine first-class material with expert workmanship.

A *Maxwell* PRODUCT

Built for Home and Farm Service. Many styles and sizes to meet varied requirements. Send for catalogue and price list before placing your order for pumps.

Maxwells Limited
St. Marys, Ontario

Representatives:
Bissett & Webb
126 Lombard St., Winnipeg
Jas. S. Parkes & Co.
290 St. Paul St. W., Montreal

DRILLS—Continued

25|32, $1.80; 13|16, $1.90: 27|32, $2; ⅞, $2.10.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

Blacksmith's, ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Per Cent. Mont.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

FLY TERROR, per doz. $4 75

GRINDSTONES

Under 40 lbs. weight. Per Cwt.

Smaller than 2 inch face	$4 75
Two-inch and over	4 00
40 to 80 lb. weight.	
Under 2-inch face	4 25
2 ins. and over	3.75
Bi-Treadle, each	9 75
Cycle BB.	8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 21½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.

Dodson	$4 60
Kling	4.00

HAMMERS, NAIL— Doz.

No. 21	$12 00
No. 1	15 40
Nos. 1½ and 61½	15 20

HAMMERS, SLEDGE—

Can. 2-2½ lbs., cwt.	22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 14 40

HAMMERS, MACHINISTS—

No. 30, 1-lb.	9 20
No. 30, 1¼-lb.	9 90

Net.

HANDLES, (WOOD).—
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	List.
Atlas No. 0	13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00

HATCHETS, SHINGLING—

Great West	30 00
	Per Doz.
No. 1	10 25
No. 2	11 25

HATCHETS, LATH—

No. 3	10 25
No. 4	11 25

HATCHETS, BARRELLING—
Nos. 50 and 60 ...... 15 75

HATCHETS, CLAW—

No. 7	12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater	10 00
Heatray Heater	12 00

Discounts 25%-33%, according to quantity.

Majestic, 1 burner	11 00
Do., 2 burner	16 00

Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 ...... 2 22

HINGES, SPRING—

No. 200 and No. 20, per gr.	25 00
Ajax Floor No. 3111, per set	1 85
Reliance Door No. 270.	
Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 58	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in. $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	7 50
No. 3 per doz.	4 00	8 00
No. 4 per doz.	4 10	8 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns		Small and made less 20c	larger and smaller
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	....
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	....
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "X-L" steel	0-4	9.60	....
Special-counter-sunk	**0-4**	**10.10**	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto

Corrugated, ½ in., 100 ft.	13 25
Do., ⅝ in., 100ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$1 81
Potts, nickel plated, per set	1 87
Potts handles, japd., grs.	**16 50**
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	$0 44
Household	0 33
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 44
Do., 10, 12 and 14 ft.	0 48
Single and Fruit Picking	
10 ft. to 16 ft.	0 26
18 ft. to 20 ft.	0.27

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	
20 to 3 2ft.	0 30
36 to 44 ft.	0 32
Over 44 ft.	0 34
Special quality, 20 to 40 ft.	0.45
Three section extension	0.45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain	**$12 00**
Do., Japanned	12 75
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	15 75
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold Blast genuine ruby	5 40 doz.

F. o. b. Factory.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 6	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
Do., style B	21 75
Do., Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Do., engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home, Water motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor, ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Do., electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$10 00
Pick, doz.	10 00

F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—

Canuck—	
No. 4 dozen	$33 95
No. 8 dozen	44 90
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS— Doz. net.

Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 15
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 50
Crank wringing	7 35
Smarts',	4 00
No. 11, Janitor	4 70

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

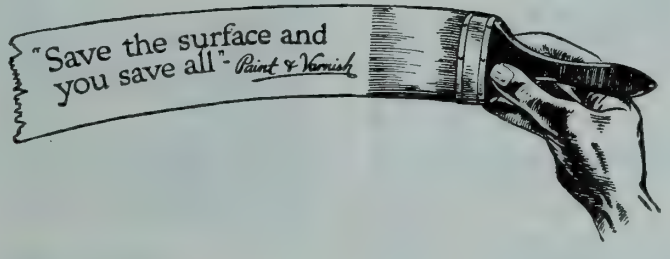
6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.90 base.
Owen Sound or Collingwood, $3.90 base.
F.o.b. Montreal, $3.90 base.
Freight equalized on above points.
Sydney and St. John, $4.05 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.90 base.
Sault Ste. Marie, Port Arthur, Fort William, $4.15 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 75% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

Your Opportunity!

DO YOU REALIZE the tremendous advantage to you if your place of business is looked upon as Save the Surface Headquarters.

It's easy to become Save the Surface Headquarters. Use the Save the Surface slogan in the hundred and one ways that will occur to you if you begin to count them up. Begin to-day by ordering the slogan cut shown here.



Tear out and mail this coupon with money order to-day

SAVE THE SURFACE CAMPAIGN

Please mail slogan cut as shown above, for which I enclose 48 cents.

Name .....

Address .....

.....

Save the Surface Campaign

509 Royal Trust Chambers - 107 St. James Street, Montreal

NAILS (HORSE)

Size C Brand
Capewell— Per 25-lb.box
No. 5 .... $6 75
No. 6 .... 6 50
No. 7 .... 6 25
No. 8 .... 6 00
No. 9 to 12............ 5 75
Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.
12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.
12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.
12 inch...$4 00 42 inch...$12 00
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch...20 00

¾ inch mesh and 20 ga. wire.
24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.
24 inch..$16 50 36 inch...$24 00
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... ... 0 80
2060 ... ... 0 88
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 35
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ....$15 00
Plumbers' 7 00
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 32½
Above prices net.

Gallon
Black oil (summer) 0 23.0
Black oil (winter) 0 24.0
Capital, cylinder 0 75.5
Mach. oil, reg. grades 0 43.5
Imperial gas engine oil ... 0 63.5
Paraffine 0 23.5
List, less 15 per cent. above.
Imperial kerosene, tractor, heavy $1 10
Do., ex. heavy 1 20
List less 10 per cent.
Polarine, per gal, list 1.15
Polarine, medium, list . . . 1.15
Polarine, heavy, list 1.15
Polarine, ex-heavy, list 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil. A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net $0.10.40
Do., tank wagons, net . 0.09.40
Do., tank cars, net 0.08.40
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute $0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE
Stick-Fast
In barrels, 250 lbs., lb. 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19
Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES
Per case
5 gross, 4-in. (loose) $1 95
4 gross (cartons), 4 in. 2 00
Spring, 2 grs. box 1 50
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22 ,1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list.$18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list.29 60
5 in., in 10-ft. lengths, list: 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in...........50/10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $18 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt. 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box . .$17 50
20x28xIC,112s, box 18 00
20x28 IX, 112s, box 20 00
20x28 IXX, 56s, box 11 25
20x28 IXXX, 56s, box 12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can 12 00
½-gal. cans 20 00
1-gal. cans 28 00
Net.

Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 84

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 .. .. 6 00
No. 80 ... ... 8 00

PUMPS, REDWING
No. 0.....$6 85 No. 4....$12 75
No. 1..... 7 50 No. 5.... 15 25
No. 2..... 8 75 No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-... pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.
Toronto
Samson, 1 ply, roll ......$ 2 65
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. . 6 00
Everlastic (red or green) mineral surface, sq. 36" wide, . 2 85
Do., 18" wide 3 30
F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls...	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal........... 0 60
In ½ bbls., per gal. 0 65
In 5s and 10s 0 70
1 gal. cans, per doz......... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis 0 23
Beaver Manila basis 0 20
New Zealand hemp basis .. 0 20
Double lathe yarn 0 18½
Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.
Single lath yarn basis 0 18
Double lath yarn 0 18½
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, ¾ in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 43
Hemp, tarred bolt rope basis 45
Marline and Houseline 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.
Italian rope prices on application
Cotton, ⅛ in. 0 43
Do., 5-32 in. 0 42
Do., 3-16 in. 0 39
Do., ¼ in. and up .. 0 39 0 38
F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SANDPAPER
Prices under revision.

SCALES
Champion List Net
4 lb. .... $ 6 60
10 lb. 8 65
240 lb. 12 65
600 lb. 35 00
1200 lb. 43 00
2000 lb. 57 10
2000 lb. drop lever 64 75
Prices include stamping.
F.o.b. Toronto, Montreal. Hamilton.

SCREWS
Discounts off Standard List adopted Aug. 1, 1908
Wood, F.H., bright 82½%
Wood, R.H., bright ....80 %
Wood, O.H., bright ....80 %
Wood, F.H., brass 77½%
Wood, R.H., brass ... .75 %
Wood, O.H., brass ....75 %
Wood, R.R., bronze 72½%
Wood, O. H., bronze ... ..70 %
Square cap ....50 %
Hexagon cap ....50 %
Set Screws ....55 %

SCREWS, IRON BENCH, No. 14
1 in. $11 25
1⅛ in. 13 50
1¼ in. 15 65

SCYTHES Doz.
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 18 20

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05 No. 9, $1.15.

AERO
QUALITY PRODUCTS

SEVENTEENTH ANNUAL CONVENTION

Ontario Retail Hardware Association

FEB. 14 — 17

Getting Together Days at Hamilton

—Let's go to this Convention determined to get all the good we can out of it

—Determined to put the knowledge thus gained to the best use in our day's work

—Determined to encourage by might and main the growing optimism concerning better times —better trade—better everything

—Determined to be *determined.*

W. Walker & Son, Limited

Wholesale Hardware and Iron Merchants

10—16 Alcorn Ave. - Toronto

OWL ROOFING

OWL ROOFING

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—

	Per 100 lb. kegs
Bright	$4 40
Galvanized	5 40

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1. doz..... ...... $27 60
Star, No. 2, doz. 30 00
Su No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00

Double-pointed tacks, 65-25%.
Shoe Findings—List adopted February 8, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival. steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

Parlor Queen, nick.. cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do nick.. cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.

12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton. Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%

Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%

Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%

F.O.B. Toronto.
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.

Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans l,ist, plus 15%.

Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards. 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.,

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. . .	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. . .	2.50	2.50	3.00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal. Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.80.
Annealed base, $3.80.
Galvanized base, $4.10.
Barbed wire, $4.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.15; Montreal, $4.15.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 52½% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Ese 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London Hamilton or St. Marys.

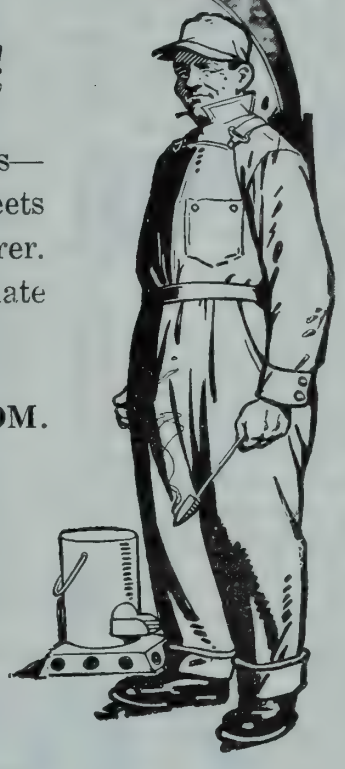
TINKER TOM'S TALKS.

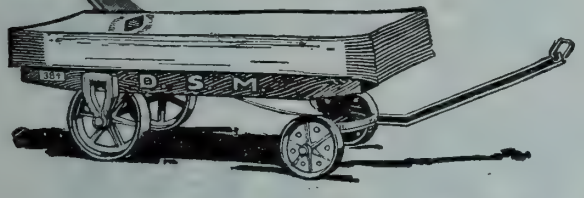
Talk No. 345

GOOD STOCK — GOOD SHEETS!

We carry a dandy assortment—fresh clean sheets—You save depreciation—deflation. Premier Sheets are the best friend of the jobber and manufacturer. A phone, wire or letter will put you in immediate touch. Make money by saving money.

TINKER TOM.





MADE IN PREMIER CANADA

"Maple Leaf"—

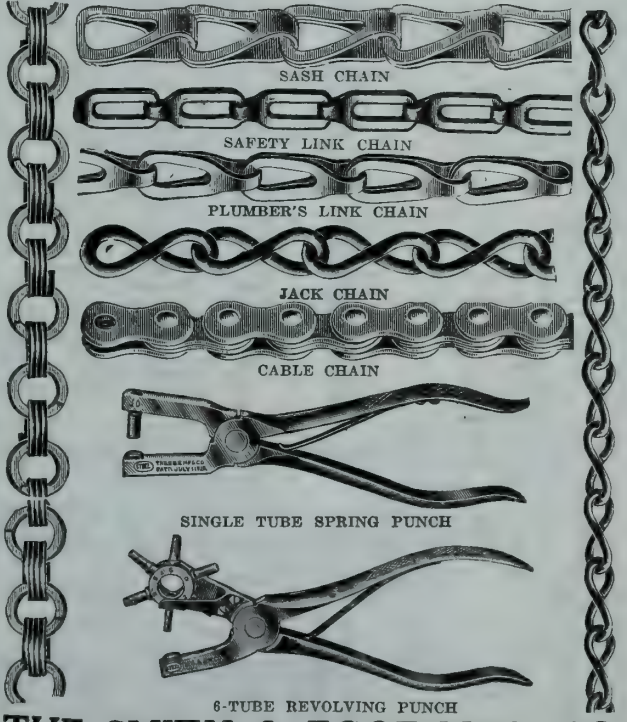
This name and trademark on any Saw stands for quality and good workmanship.

Maple Leaf Saws are used all over the world. Their popularity is increasing rapidly. Stock MAPLE LEAF Saws, and you have the "Proven Best."

Made - in - Canada

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

Paints, Oils, Etc.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—

	per gal.
Ad-el-ite, white	$4 00
Ad-el-ite, tints	3 75

COLORS IN OIL, PURE	1 lb.	tins
Venetian red	0 27	
Indian red	2 00	
Chrome yellow, pure	0 50	
Golden ochre, pure	0 34	
French spruce ochre, pure	0 29	
Greens, pure	0 85	
Siennas	0 36	
Umbers	0 36	
Ultramarine blue	0 70	
Prussian blue	0 95	
Chinese blue	0 95	
Drop black	0 42	
Ivory black	0 44	
Signwriters' black, pure	0 48	
Lampblack	0 48	
Imperial black, 25-lb. irons	0 39	

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall white enamel	$ 7,43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Floglaze	4 50
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford "All Around, List prices,
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS LIST Case lots.	Star or Double 16 oz. or 24 oz.
Up to 25	$ 5 50 $ 9 05
26 to 40	6 95 11 40
41 to 50	7 65 12 55
51 to 60	7 95 13 05
61 to 70	8 35 13 65
71 to 80	8 80 14 40
81 to 84	10 30 17 70
85 to 90	10 85 18 55
96 to 100	22 80
91 to 95	20 80

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.
GLASS PLATE.
Montreal 60% off.
GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Maple Leaf, pure		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 9 75

F.o.b. Montreal.
Lead (red in oil)
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—
Fly, Creonoid—

Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White, No. 325	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade	3 00	3 50
Water white	4 75	5 25
Water white	7 00	9 50

SHELLAC	Pure White.	Pure. Orange.
	Per Gal.	
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C.P.C. Sun Varnish	4 30
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	4 89
Do., No. 2	4 45
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 90
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 35
Kyanize Interior and Floor	4 35
Luxeberry light	4 [illegible]
Luxeberry granite	4 [illegible]
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar	4 90
Dougall Transparent, floor	4 40
Copalite	4 [illegible]
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 06
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS (per 100-lbs.)	White.	Colors.
Frescota	$7 50	8 50
5-lb. pkgs.		
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white		8 75
Do., colors		9 25

Hygienic Kalsomine. per 100 lbs.	White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	3 00	9 00
Cases of 25 pkts.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Lion Brand	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	3 80 9 90
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 45
Champion white	0 50
Ad-el-ite paste	0 45

F.o.b. Montreal, Toronto.

WHITING

Gilders, bolted, in bbls.	3 50
WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1.90-2.55

F.o.b. Montreal, Toronto, London.

The New King Edward Hotel—Glazed With Pilkington Glass.

Associate Architects
Watt and Blackwell

P. H. Secord and Sons, Limited
Contractors:

PILKINGTON
BROTHERS ~ LIMITED

Not only does Pilkington's Glass bring you the benefits of the British quality standards at their best, but we can supply you promptly with glass in every form known to the trade.

This broad service enables you to save time, trouble and expense of "shopping around" when you want real service.

Specify Pilkington Canadian Made Window Glass.

FACTORIES
THOROLD, ONTARIO. ~ ST. HELENS, ENGLAND.

DEPOTS
HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

"PILKINGTON Quality is Unexcelled"

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	...	.....	125 50
30/30	...	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on **Winchester** and Savage Ammunition, 47½%; U. M. C. 47½% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip **Horn, 27c a lb.**

Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.

Irwin ....15% on list.

Common ......30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, BENCH

No. 2	$ 20 52
No. 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in. to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15-10-10-10% off list.

Stndrd, 15-10-10% off list.

Extra, 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $10 00

BOLTS

Cariage, 3-8 in. and smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steei—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15 40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., 13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0. $2.30; No. 1, $3.15; No. 2. $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25
150 foot, 19 g.	10 50

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

8, 9, 10 per lb. 0 58

DRILLS

See Eastern List.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%

Unions "Dart"—

¼ to 2-in., 18% and 25% off.

⅛, 2½, 3½, 4", 5 and 25% off.

Nipples, 4 in., and under ... 45%

FRY PANS Each

Cast Iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GIOBES, LANTERN Doz.

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ... 3 75

Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	18 65

Ball Face Doz.

No. 61, 1¼ lbs.	19 05
No. 61½, 1 lb.	18 95
No. 62, 13 oz.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

No. 1	13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in.,$2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand rilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fluer de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 10
Mrs. Potts', No. 50, set	2 20

Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.36; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29⅛c.; 36 to 40, 32¾c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 40
104	2 05

Barn Door

5	3 85
8	4 25
9	5 50

LEAD PIPE, $12.06

LEAD WASTE, $12.96

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 8	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William, $4.20 base; Winnipeg, $4.80. Cut f.o.b. Winnipeg, $6.50.

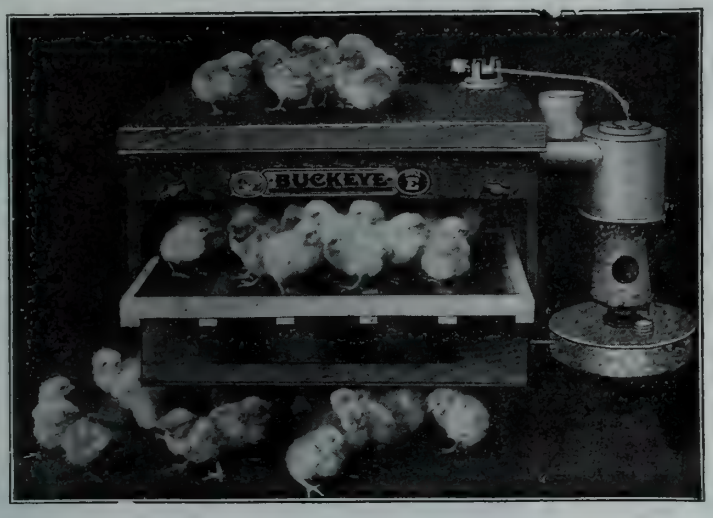
NAILS, HORSE, 25-lb. Box

	MRM	Cape. well	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



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Their Superiority Evident at a Glance

It will pay you to go after "poultry" business. By keeping Buckeye Incubators in sight, well displayed, and by local advertising, you can keep your store in the minds of your prospects as the place to go for poultry farm equipment.
The chicken raising man takes in the good points of the Buckeye Incubator and fittings at a glance. Their superiority is self-evident. Proof that their success and great sales are founded on merit is shown by their continued use at Canadian institutions like MacDonald College, Ontario Agricultural College and by many Canadian poultry farms.

The J. H. ASHDOWN HARDWARE CO., LIMITED
Calgary WINNIPEG Saskatoon

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway Toronto

PINK'S LUMBERING TOOLS

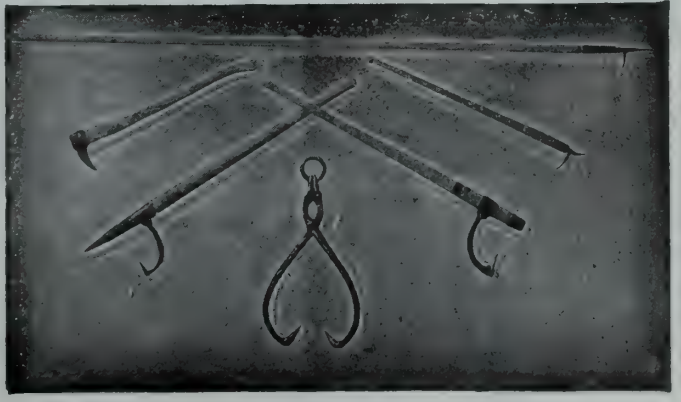
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 52
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	3 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 51c.; ¼ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 75/5%; flat head, 77½/5%; oval head, 75/5%; round head, brass, 70/5%; flat head, brass, 75%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	6 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$109 00
Household, japanned	97 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50
Little Jewel	14 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.45, Fort William; $5.05, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 80

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING) Lb

Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Granitewear

Colonial Imperial Pearl, 30 and 2½% off.

Premier Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list, plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain, 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50%.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 22
WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½
COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J	0 11
Keen	0 09¼

WEIGHTS, SASH Per 100 lbs.

Sectional	$7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	16 60
12 in.	18 85
14 in.	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	18 75
Navvy, doz.	105 00

WIRE—BARB—

Lyman, 4-point, $4.25, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	5 00
8-inch	6 00
10-inch	7 00
12-inch	9 00
15-inch	12 00

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	....
12 inch	....
15 inch	....
18 inch	....

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	Dozen Black.	Dozen N. P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.

Regent	$69 00
New Era	76 50
Universal	49 50

Locks and Prevents Tampering With Your Barrels

"EMCO"

For Those Steel Barrels

Hinged Lock Lever Oil Cock

Simple and Easy to Use-- No extra Work to apply

This simple, convenient cock is easily attached to your steel barrels and drums by simply screwing it into the tapped and threaded hole.

When you have done that you have locked your profit in the barrel where it cannot escape until you are ready to draw it out and cash it.

The "Emco" Hinged Lock Lever Oil Cock prevents loss by carelessness or petty dishonesty. It is a perfectly ground cock that together with the steel barrel, practically eliminates your previous losses by evaporation, as well as by carelessness and dishonesty.

"The 'Emco' cock protects oil stock"

Empire Brass Mfg. Co.

Limited

London and Toronto, Canada

Hardware and Metal Circulation Dominates in Western Canada Because:—

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

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"Canada's National Hardware Weekly"

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If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
Canadian Hart Products Ltd., Hamilton, Ont.

ADVERTISING SPECIALTIES
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AIR COOKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
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The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
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E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
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ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

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The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

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Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

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Darrah Bros., Sutton, Que.

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BATTERIES, FLASHLIGHT
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Canada Metal Co., Toronto.

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Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
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Goodell-Pratt Co., Greenfield, Mass.
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Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
J. N. Warminton & Co., Montreal, Que.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

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Jas. Cartland & Sons, Ltd., Birmingham, Eng.
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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
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The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
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Progressive Mfg. Co., Torrington, Conn

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Millers Falls Company, Millers Falls, Mass.

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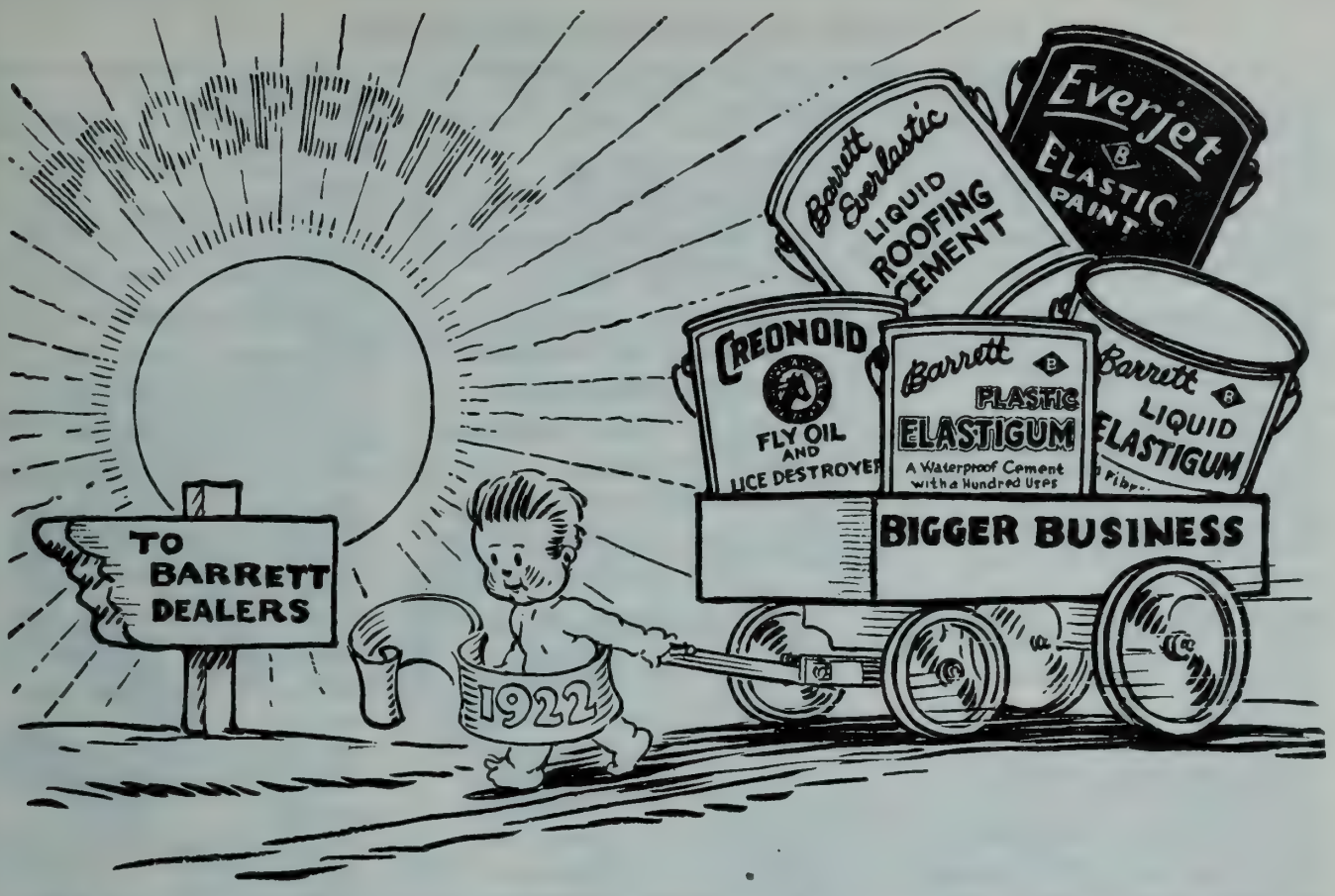

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The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

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Carborundum Co., Niagara Falls, N.Y.

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Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

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CLOTHES RACKS
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American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

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The Brainerd Mfg. Co., East Rochester, N.Y.

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Fittings, Limited, Oshawa.

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Edward E. Johnson Inc., St. Paul, Minn.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Cameron & Co., Toronto.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

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The Kasement Skrene Dore Co., Toronto, Ont.
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James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

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Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
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DRILL CHUCKS
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More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

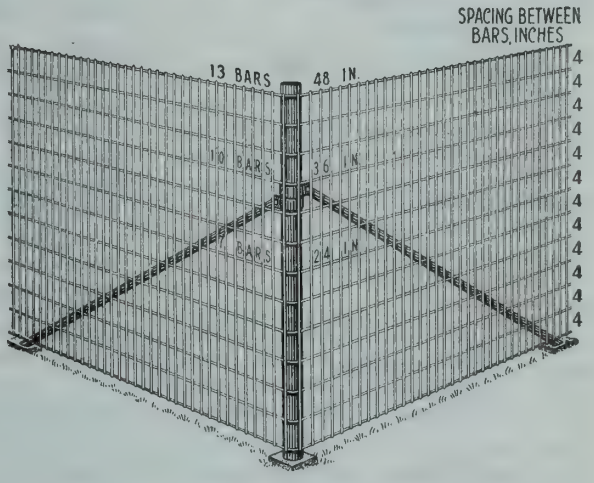
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Get Ready for the FENCE Business



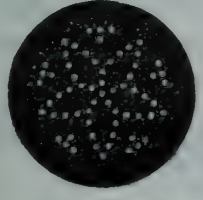
The Fastest Selling Fence to-day

is Lundy's Electric Weld. Stronger than other kinds. Comes in uniform sizes. Has the advantage of PRICE as well as POPULARITY. Get our quotation on your wire fence requirements.

A. R. Lundy

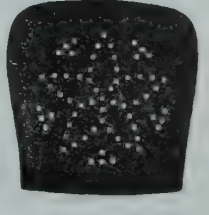
257 King St., West, Toronto

Durable Three-ply Veneer Seats



These splendid, three-ply veneer seats are made in a pleasing variety of patterns, carefully shaped, corners rounded, edges smoothed and sand papered, and fastened with genuine water-proof cement. They will not warp, curl, crack or come apart. Even the severest weather will not cause these excellent seats to come apart.

There is no better line that you can handle than these Perforated Three-Ply Veneer Chair Seats. The extraordinary care and attention we give to their manufacture is producing results in increased sales for Dealers everywhere. They are a continual source of revenue in money, good-will and business held and gained.



Canadian Veneering Company, Incorporated

ACTON VALE, QUE.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Batteries Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Batteries Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

Gore Park Hamilton Armouries--Where Exhibition Is Held

Retail Hardware Convention

Will You Be There To See

The Splendid Exhibits? Your Old Friends? Prominent Speakers?

(Special R. R. Fares)

ARE you coming to the most important Retail Hardware Convention we have ever held? It is worth laying aside business to attend. You will benefit yourself and your business by coming.

We need your help in discussion of many important topics and questions which will be presented.

You will benefit by hearing views on the hardware business, present and future, of many distinguished speakers. Wisdom obtained by this means helps everyone and hurts no one. It is helpful to you and your business to see the splendid exhibits—thirty more of them than there were last year!

A special feature of interest and real value lies in the "Buyers' Card" which will be furnished every buyer. Whenever you purchase, have the Exhibitor enter on it his name and approximate money value of your purchase. Graded cash awards will be made to buyers of the largest aggregate purchases and several graded awards to dealers buying from the largest number of exhibitors. At the convention's close hand or mail your card to the Association Secretary.

Ask for a certificate on buying your railway ticket; present it to the Secretary and help us get reduced fare for everyone paying over 75c one way on the railroad.

Be there February 14, 15, 16, 17—you need it, and the Convention needs you!

Ontario Retail Hardware Association

W. F. Macpherson, Secretary, Prescott, Ontario

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES,
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton. Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ICE CUTTING TOOLS

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Whites, Limited, Collingwood, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

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Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

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Coal Oil

Brazing Lamp

Stoves, Blow Lamps and Furnaces

Very strongly made of Polished Brass. An efficient and powerful Lamp for Brazing, and similar operations on a big scale. Burner of improved type, giving a clean, blue flame covering a large surface. Portable and easily handled, can be used in any position with safety. Burns coal oil, 30% hotter and much cleaner than gasoline, can be used for pre-heating for oxy-welding.

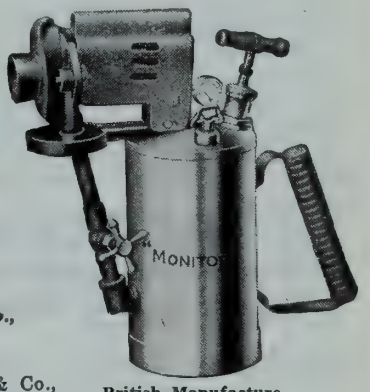
The Standard Meter Company, Limited

TORONTO, CANADA

AGENTS:

Manitoba and West:
Frederic Sara & Co., Calgary, Alta.

Ontario and East:
A. G. & A. L. Brown & Co., 207 St. James St. Montreal, Que.



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Smith & Hemenway Co., Inc. Irvington, N. J.

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LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

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A. Ramsay & Son Co., Montreal.

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The Standard Meter Co., Limited.

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LAMPS, BLOW
The Standard Meter Co., Limited.

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Canadian National Carbon Co., Toronto.
Dominion Batteries Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

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Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
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E. T. Wright & Co., Limited, Hamilton, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

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Whites Limited, Collingwood, Ont.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

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Millers Falls Company, Millers Falls, Mass.
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The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
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Dennis Wire & Iron Works Co., Ltd., London, Ont.

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The International Malleable Iron Co., Ltd., Guelph, Ont.

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MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Clemson Bros., Inc., Hamilton, Ont.

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Clemson Bros., Inc., Hamilton, Ont.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Mica Co. of Canada, Ltd., Hull, Que.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
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Sleeper & Hartly, Inc., Worcester, Mass.

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Canada Metal Co., Ltd., Toronto.
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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

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NAME PLATE TRANSFERS
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NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
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Meakins & Sons, Hamilton.
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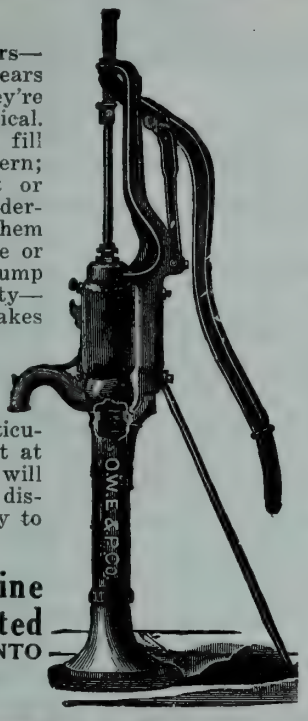

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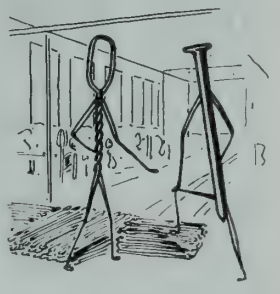
Their Chat No. 17

"Let's Ask Convention Visitors out to see the plant"



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"We'll see that they get good attention if they come down, W. N.; in fact, I'll be glad to go and get them at the Armouries and take them back too."

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Sanderson Pearcy & Co., Limited, Toronto, Ont.
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The Steel Metal Products Co., of Canada, Limited, Toronto

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
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The Steel Trough & Machine Co., Ltd., Tweed.

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J. H. Still Mfg. Co., St. Thomas, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON

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Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Ltd., Toronto, Ont.

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Trimont Mfg. Co., Roxbury (Boston, Mass).

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Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Fittings, Limited, Oshawa, Ont.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
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The Steel Metal Products Co., of Canada, Limited, Toronto.

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PISTON AND VALVE PACKINGS
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PLIERS
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Smith & Hemenway Co., Inc. Irvington, N. J.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Goodell-Pratt Co., Greenfield, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Millers Falls Company, Millers Falls, Mass.

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Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwel-Hoxie Wire Fence Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

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Aluminum Specialty Co. of Canada, Toronto.

POWDER, SMOKELESS

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal. Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.

PULLS, DRAWER

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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PUMPS
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R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

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Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

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Shurly-Dietrich Co., Ltd., Galt, Ont.

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G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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Canada Foundries & Forgings, Brockville.

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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
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RODS, STRAIGHTENED
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ROOFING, READY
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

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Doon Twines. Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

RUBIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
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Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
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The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
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Canada Metal Co., Toronto.

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Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

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Shurly-Dietrich Co., Ltd., Galt, Ont.
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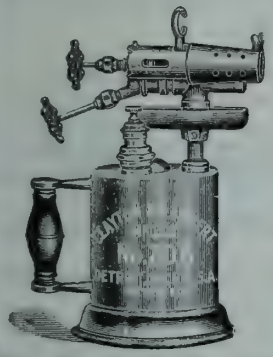

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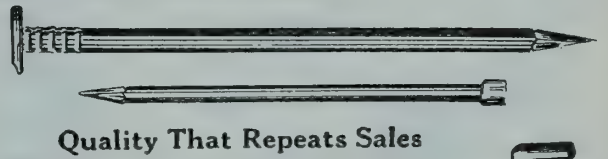

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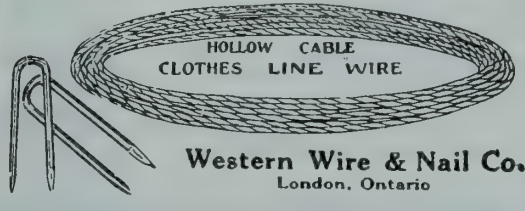

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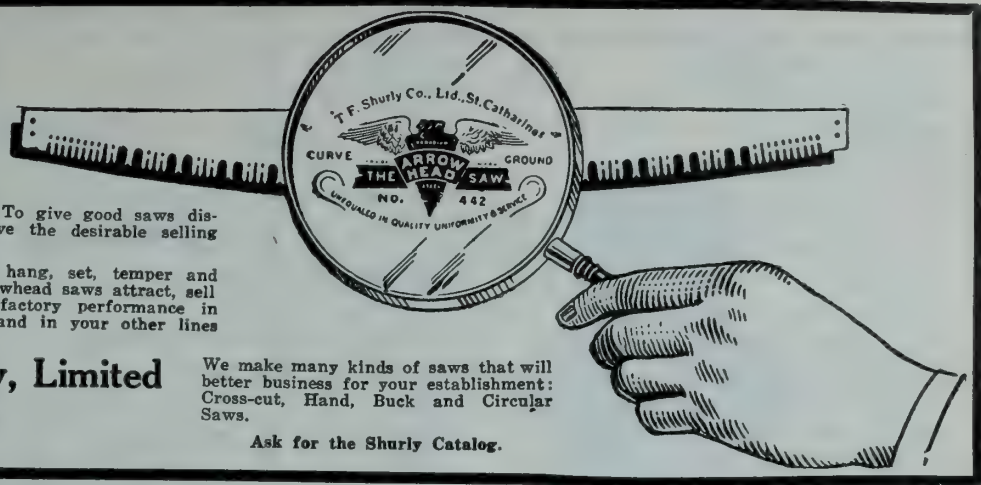

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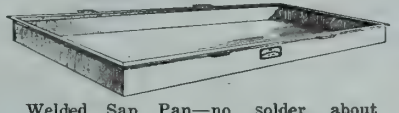

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Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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A. R. Lundy, Toronto.
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Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

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The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
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The Frost King Weather Strip Co., Montreal, Que.

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WEIGHTS
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WEIGHTS, HORSE
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H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.

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Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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WIND SHIELD GLASS
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
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The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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WITH inventories completed, retail hardware merchants find their stocks smaller now than at any time in recent years. Merchants have held back on spring bookings and freely admit that present stocks are totally inadequate for "Spring and Summer" trade.

Reports from retailers in all parts of Canada are such that we predict a pronounced buying movement within the next six weeks. We are entering a period of improved but cautious buying activity. Purchases will be considered more carefully, comparisons will be made more freely than heretofore. Merchants are adopting a "convince me" attitude. Unknown houses and unknown products are going by the boards these days. Merchants are not taking chances on buying any lines where there is an element of doubt as to the standing or reliability of the manufacturer or the product.

Merchants are the "choosers" to-day. The question is not one of where can I secure goods? It is a question of "whose line will I stock?" At the moment of decision, the line consistently advertised in Hardware and Metal—all other things being equal—is the one that stands the best chance of acceptance by the merchant. The 34th Annual Spring Buying and Directory Issue of Hardware and Metal, reaching the trade on March 18th will be studied closely by over 95% of the most important wholesale and retail hardware buyers across Canada from coast to coast. Thousands of feet of empty shelving will be filled up with lines advertised in the 34th Annual Spring Buying and Directory Number. Reservation should be made immediately.

HARDWARE & METAL

Office of Publication

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UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

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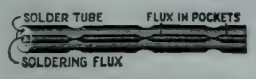

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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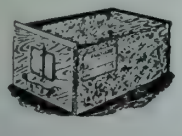

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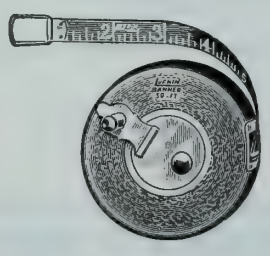

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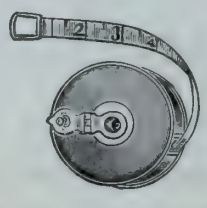
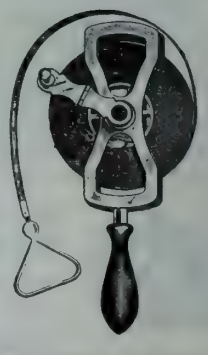

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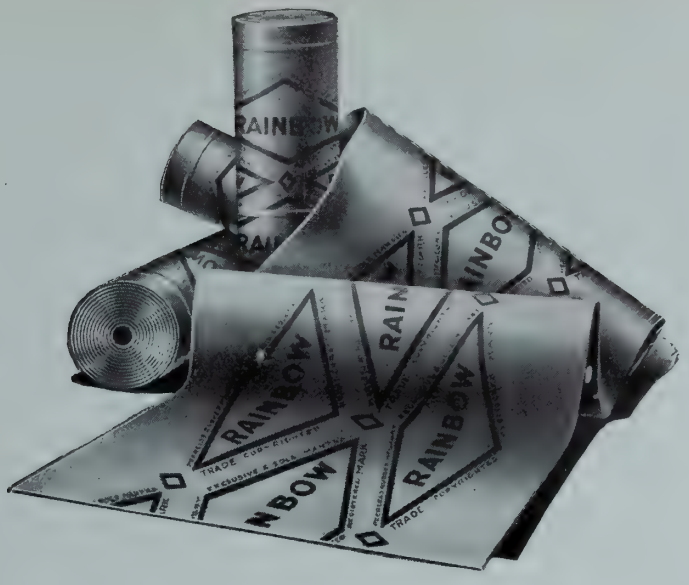

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When Applied to Wall or Ceiling"

Moore's Products

"Impervo" Porch and Deck, "Tile-Like," "Mooramel," "Muresco," "Impervo" Varnishes, Morelustre Enamel, Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

TORONTO WINNIPEG

"Quality forever Moore"

O.R.H.A. Convention Report in this Issue

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 7 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | February 18, 1922

A TIMELY TIP

A LINE YOU SHOULD HANDLE!

Poultry Supplies

Spraying Equipment

We are now making in our new modern plant a complete line of both—made to suit Canadian conditions, and to sell at business stimulating prices.

THE POULTRY SEASON IS JUST BEGINNING
THE PRICE OF GOOD EGGS IS ALWAYS GOOD!

Dry Mash and Bran Hoppers
Wet Mash Troughs
Grit Boxes
Baby Chick Fountains
Full Grown Fowl Fountains
Cycle Feeders
"Hen-pecked" Feeders

Collins' Cycle Hatcher,
A sure 50-egg machine, sells readily for $8.50.
Brooder Hatchers
An Incubator and Brooder combined
Radio Hovers

THE SPRAYING SEASON WILL SOON BE HERE!
SEND FOR CATALOGUE OF COLLINS' SPRAYERS.

Never-Fail Potato Sprayer
The latest word in Sprayers
Sturdy (2-gal.) **Sprayer**
Handy Whitewash Sprayer

Crown Sprayers
For plants and flowers
A size to suit every need.

MAKERS OF NEVER-FAIL 5-GAL. OIL AND GASOLINE CANS.

A Full Line of Stove Pipe Supplies.

Get Our New Prices.

COLLINS NEVER-FAIL PRODUCTS LIMITED

HAMILTON - - ONTARIO

Empty Shelves— and a Prediction

WITH inventories completed, retail hardware merchants find their stocks smaller now than at any time in recent years. Merchants have held back on spring bookings and freely admit that present stocks are totally inadequate for "Spring and Summer" trade.

Reports from retailers in all parts of Canada are such that we predict a pronounced buying movement within the next six weeks. We are entering a period of improved but cautious buying activity. Purchases will be considered more carefully, comparisons will be made more freely than heretofore. Merchants are adopting a "convince me" attitude. Unknown houses and unknown products are going by the boards these days. Merchants are not taking chances on buying any lines where there is an element of doubt as to the standing or reliability of the manufacturer or the product.

Merchants are the "choosers" to-day. The question is not one of where can I secure goods? It is a question of "whose line will I stock?" At the moment of decision, the line consistently advertised in Hardware and Metal—all other things being equal—is the one that stands the best chance of acceptance by the merchant. The 34th Annual Spring Buying and Directory Issue of Hardware and Metal, reaching the trade on March 18th will be studied closely by over 95% of the most important wholesale and retail hardware buyers across Canada from coast to coast. Thousands of feet of empty shelving will be filled up with lines advertised in the 34th Annual Spring Buying and Directory Number. Reservation should be made immediately.

HARDWARE & METAL

Office of Publication

143-153 University Avenue : Toronto, Canada

BRANCHES:

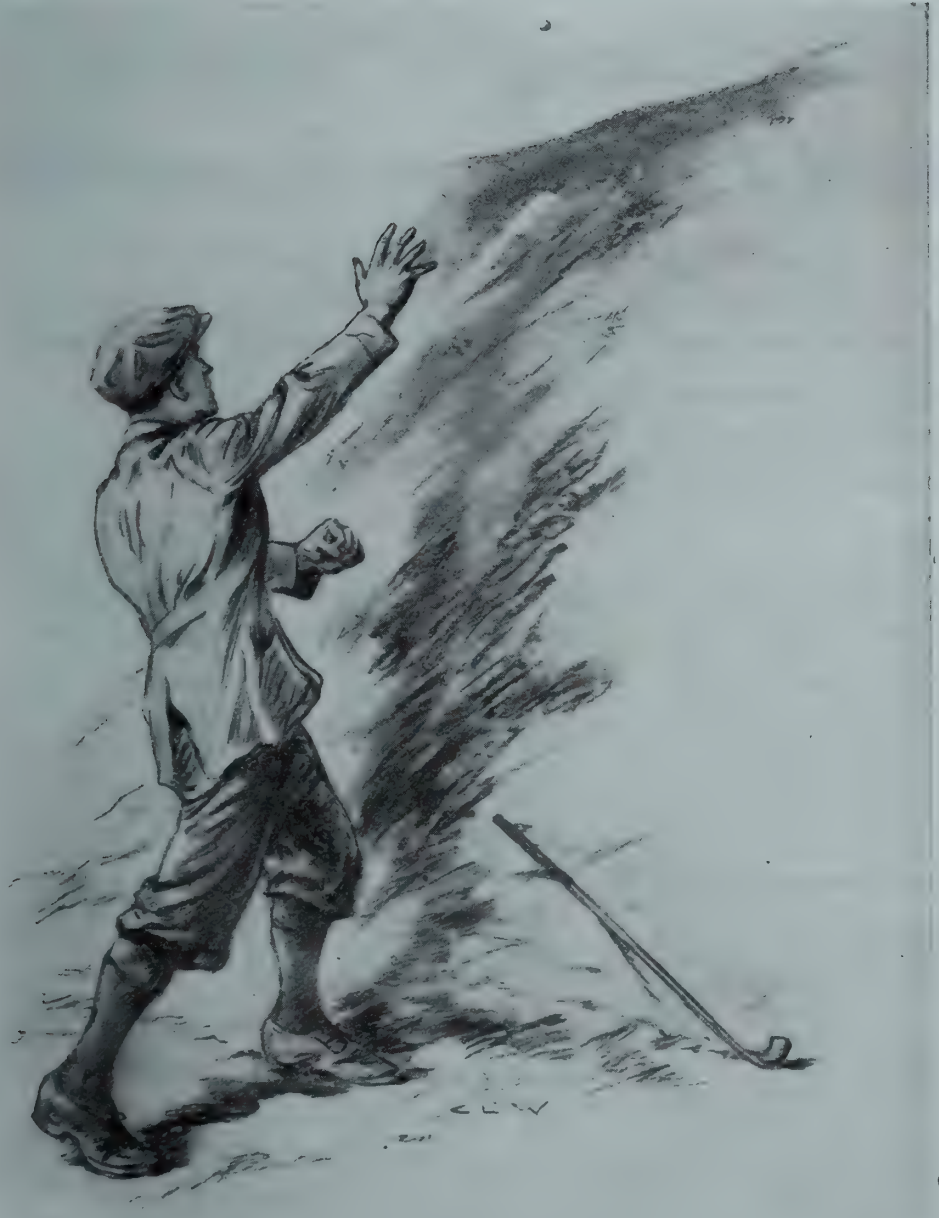
CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

'RICE LEWIS' NEWS

If it's supplies for golf, bowling, tennis, baseball, football or any other outdoor sport let us assist you.



We have an expert in our sporting goods department who is well up in the requirements of clubs of all kinds. We invite you to call in his assistance in the equipping of your local sporting clubs.

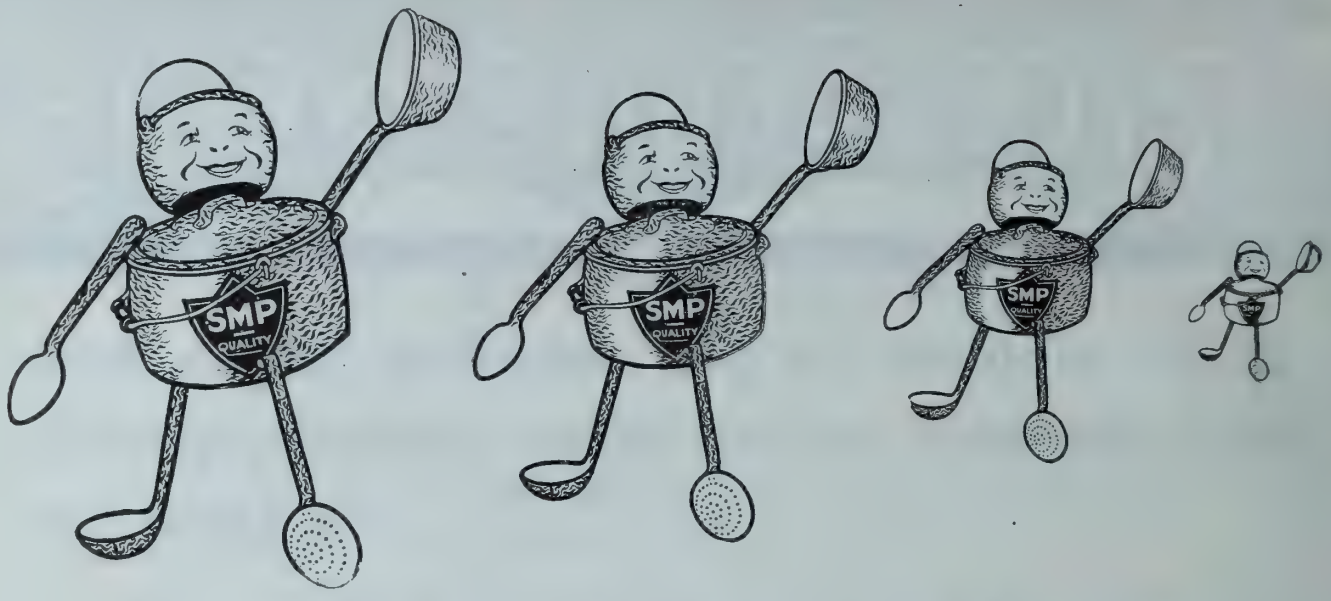
We carry stocks of the regulation equipment for golf, bowling, tennis, baseball, football, etc.—Everything even to the clothing.

Let the young men and older men of your town know that you can supply their needs by running an ad. in your local paper.

We can place you in a position to meet competition.

Ask the Rice Lewis man or write direct.

RICE LEWIS & SON LTD.
Victoria Street
TORONTO



Our Advertising is Having a Splendid Effect on Business

Retailers handling Diamond or Pearl Ware report a marked increase in sales since our advertising commenced. For one thing, our advertising is powerful. And it's having a powerfully good effect on our own business.

Think this over! Our ads are appearing in over 700 of Canada's best newspapers, magazines and journals during 1922. The headings of a few of these papers are shown on the opposite page.

FREE Price Tags

We now have ready for immediate distribution a large number of good-sized price tags in the shape of our SMP Shield. These are free and will be distributed to each SMP dealer upon application.

And we just figured out that over 87,500,000 copies of these advertisements will circulate in Canada this year.

Now, how about YOU?

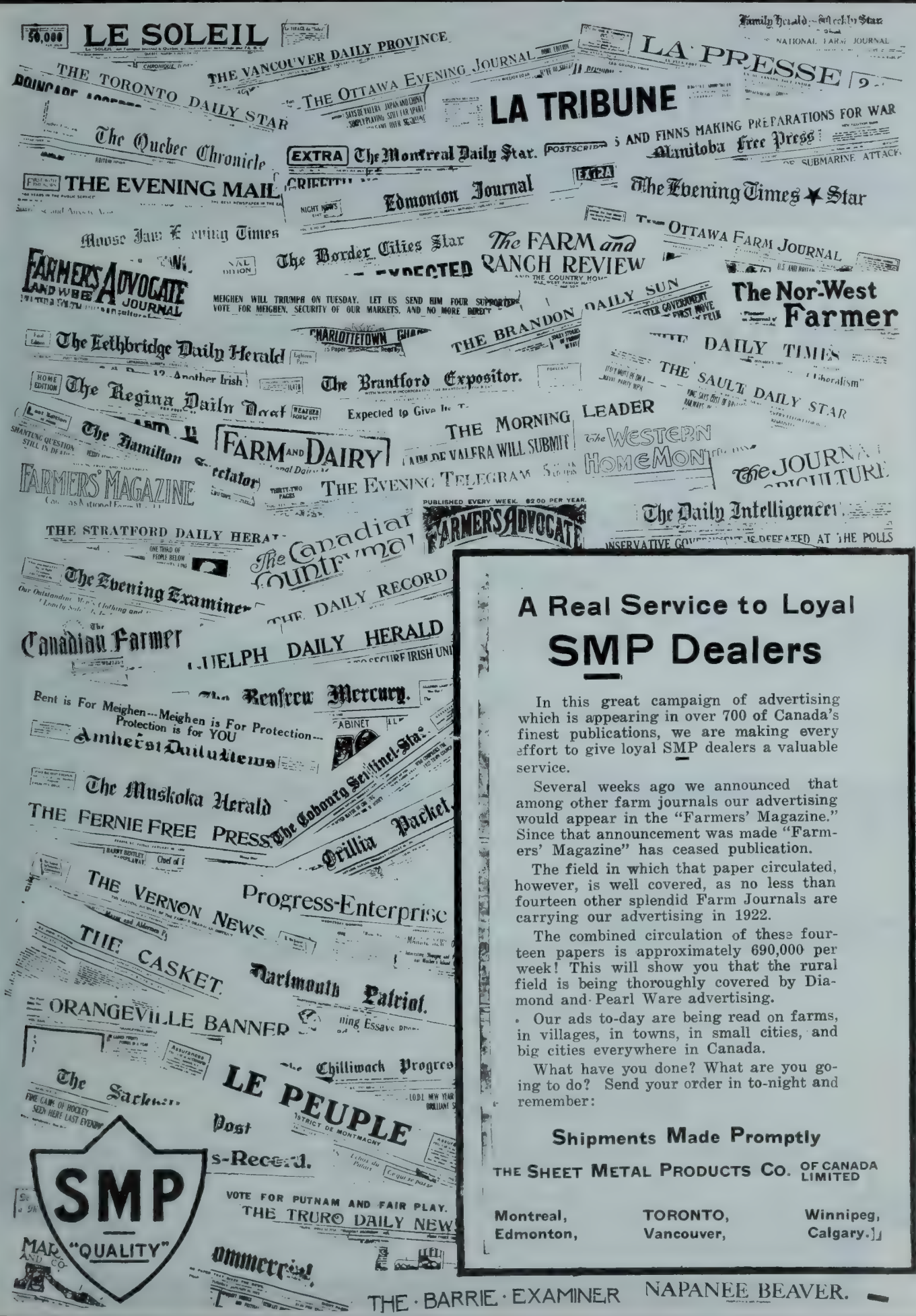
Are you in on this thing?

Or are you marking time and losing some fine business through lack of co-operation, or because you are handling the wrong lines?

If you want to make 1922 a real, bang-up year for your store with a big turnover and lots of profit do it with the help of our genial friend, Mr. SMP.

He's all ready to help you. He's at your service, sir, and itching for action.

Order from our nearest branch or your nearest jobber. But GET IN IT right away.



A Real Service to Loyal

SMP Dealers

In this great campaign of advertising which is appearing in over 700 of Canada's finest publications, we are making every effort to give loyal SMP dealers a valuable service.

Several weeks ago we announced that among other farm journals our advertising would appear in the "Farmers' Magazine." Since that announcement was made "Farmers' Magazine" has ceased publication.

The field in which that paper circulated, however, is well covered, as no less than fourteen other splendid Farm Journals are carrying our advertising in 1922.

The combined circulation of these fourteen papers is approximately 690,000 per week! This will show you that the rural field is being thoroughly covered by Diamond and Pearl Ware advertising.

Our ads to-day are being read on farms, in villages, in towns, in small cities, and big cities everywhere in Canada.

What have you done? What are you going to do? Send your order in to-night and remember:

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

Montreal, TORONTO, Winnipeg,
Edmonton, Vancouver, Calgary.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Warm Air Furnaces

Kelsey Warm Air Generator

Canadian Air Warmer

Chinook Furnace

Tropic Furnace

Emperor Wood Furnace

KNOWN WHEREVER FEET GET COLD

Smart's Range of Furnaces
is the Largest in the World

SHIPPING FROM STOCK

Smart's Brockville Furnaces Limited
Brockville, Canada

WOSTENHOLM'S

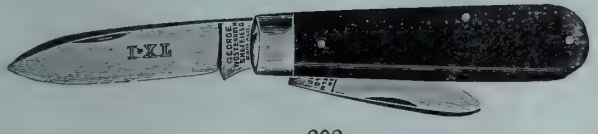
CELEBRATED I-XL CUTLERY

GUARANTEED

I-XL Cutlery embraces a most complete range of Pocket Knives, Razors, Butcher Knives, Carvers in Cases, etc. Known since 1694 as the Cutlery of excellent quality and value. Our factory backed by centuries of experience.

2,000

2,659



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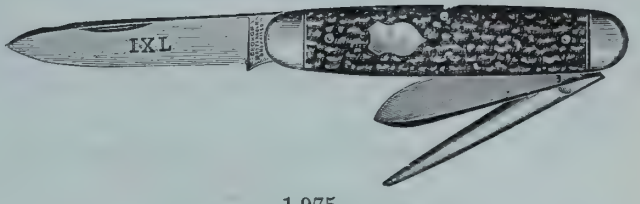


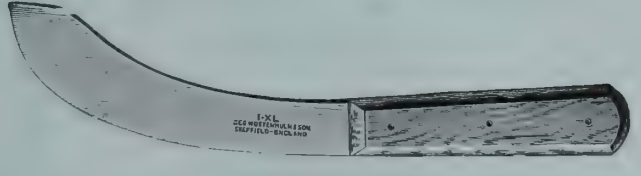
1,975

292T

1,971C

1,944B

611



2,609

COMPLETE LINE OF I-XL CUTLERY STOCKED BY ALL LEADING JOBBERS

A. MACFARLANE & COMPANY, Limited, MONTREAL, Canadian Representatives

FISHING TRADE MARK TACKLE

To the Hardware Trade:—

We take pleasure in announcing that we are carrying complete and up-to-date stocks of FISHING TACKLE of every description for immediate delivery at the lowest possible prices consistent with Quality and Service.

Complete range of English-Made Trout Rods, Reels, Flies. Enquiries Solicited.

We trust you had an opportunity to view our recent exhibit in Booths 47 and 48, at the Retail Hardware Association, Hamilton, February 14th to 17th.

Canada Needle & Fishing Tackle Co.,
LIMITED

76 Wellington Street, West

Wholesale Only **TORONTO** **Phone A. 5484**

MILLERS FALLS TOOLS
SINCE 1868

Announcing a New Finish for Millers Falls Tools

Millers Falls Breast Drill No. 97—the most complete breast drill on the market. 5 distinct actions. No workman can see its beautiful new finish without being impressed.

Length, 17½ inches

MILLERS FALLS tools have been giving a good account of themselves for two generations. We now take pleasure in announcing a new finish for our tools which will make it possible for you to obtain a greater turn-over on Millers Falls products.

We have adopted an attractive red finish for prominent parts of our tools. This is applied by a new process which gives a smooth, glossy, enamel finish. On the gears of our breast drills is placed a gold-leaf decalcomania. On the handles of other tools is placed a small transfer which is a reproduction of our trade mark. Frames are treated with a new japanning process. All nickel parts are polished and nickeled with greater care than heretofore.

The new finish adds wonderfully to the physical appearance of the tools and makes them a better selling proposition than ever before. It protects and prolongs the life of the tools—tools already remarkable for their long life and durability.

WE feel sure this new Millers Falls finish will be greeted with enthusiasm by everybody who in any way is concerned with the sale or use of Millers Falls tools. Your customers will see in it greater usefulness, longer life, more impressive value. They will turn with greater interest to the Millers Falls Tools displayed in your store, because of the attention-compelling value of our new finish.

Millers Falls Hand Drill No. 2—the finest hand drill made. Used by skilled workmen all over the world. Finished throughout in the new Millers Falls Finish.

Length, 14½ inches

Our good friends, the dealer and the jobber, will see in it greater display value, faster turn-over, quicker and more frequent profits.

MILLERS FALLS COMPANY · MILLERS FALLS, MASS.

Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools

Canadian Sales Agents, **ADCOCK & CO., Limited, 222 St. James Street, Montreal, Que.**

TRADE MARK ARMCO REG. U.S. PAT. OFF.

PURITY THE BASIS FOR RUST-RESISTING IRON

ARMCO Ingot Iron, is the **only pure iron** manufactured in commercial quantities by the Open Hearth furnace process. Pure Iron of the ancients after hundreds of years of service under the most severe conditions has demonstrated that purity is a fundamental requirement of a long-lived ferrous metal. ARMCO Ingot Iron is even more pure than these ancient irons.

ARMCO Ingot Iron contains in the aggregate not more than sixteen one hundredths of one per cent. of the impurities–manganese, carbon, copper, phosphorus, sulphur, silicon and the gases, oxygen, hydrogen, and nitrogen, common to other ferrous metals. Such an extreme purification results in a dense homogeneous iron that will resist rust and give long service.

Elimination of impurities in iron is highly important because the presence of such substances as manganese and copper, as well as excessive gases, accelerates electrolytic action which has been found by eminent metallurgists to be the cause of rapid corrosion.

The artificers of old could not have been any more careful or painstaking in their crude processes than are the highly skilled workmen in Armco's modern plants, who, today are responsible for the purity and service giving qualities of rust-resisting ARMCO Ingot Iron, Sheets and Plates.

Write for booklet "Why Steel and Iron Rust"

THE AMERICAN ROLLING MILL CO.

MIDDLETOWN, OHIO

Toronto Office: 51 Wellington Street, East

TACKS

TACKS FOR EVERYBODY

BASKET MANUFACTURERS
CARRIAGE TRIMMERS
AUTO TRIMMERS

HEADS
that will not
break off

THE STEEL COMPANY OF CANADA LIMITED

SHOE MANUFACTURERS
CARPET LAYERS
UPHOLSTERERS

POINTS
that meet the
demand

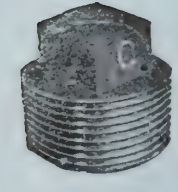
HAMILTON MONTREAL

CRANE

Heating and Plumbing Equipment

represent a product of superior quality in sizes and designs for every purpose, weight and thickness for every pressure, and eight centers of distribution throughout the country which facilitate the selection of reliable material for the small or large building with equal assurance of permanent satisfaction.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.



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Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, HAMILTON, VANCOUVER, LONDON,

Sales Offices:
QUEBEC, SHERBROOKE, ST. JOHN, VICTORIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM, LEEDS, GLASGOW.

If interested tear out this page and place with letters to be answered.

WAYAGAMACK PURE KRAFT

GLAZED

UNGLAZED

FINESTRIPE - PLAIN - BROADSTRIPE

is Unrivalled for Strength

As a wrapping paper it has no equal and its attractive appearance is a standing advertisement for the merchant who uses it.

Bags of all kinds made from

Wayagamack Pure Kraft

are fifty per cent. stronger than those produced from inferior grades of paper.

Envelopes

manufactured from this paper protect their contents from loss and damage in transit through the mails as efficiently as those made from more expensive papers and at one eighth of the cost.

These claims are not exaggerations but plain statements of fact.

Ask your wholesaler to prove their truth by giving you a practical demonstration which will convince the most sceptical that

Wayagamack Pure Kraft

means

Strength and Security

If interested tear out this page and place with letters to be answered.

BARB DOMSTEEL WIRE products WIRE

Heavily galvanized high tensile strength wire; clean-cut immovable barbs.

Immediate shipment from fresh stocks at Montreal, Sydney, St. John, Port Arthur and Fort William.

Book now for your Spring requirements. Orders for barb wire combined with "Domsteel" wire nails, given special attention.

Address enquiries to
Dominion Iron & Steel Company, Limited

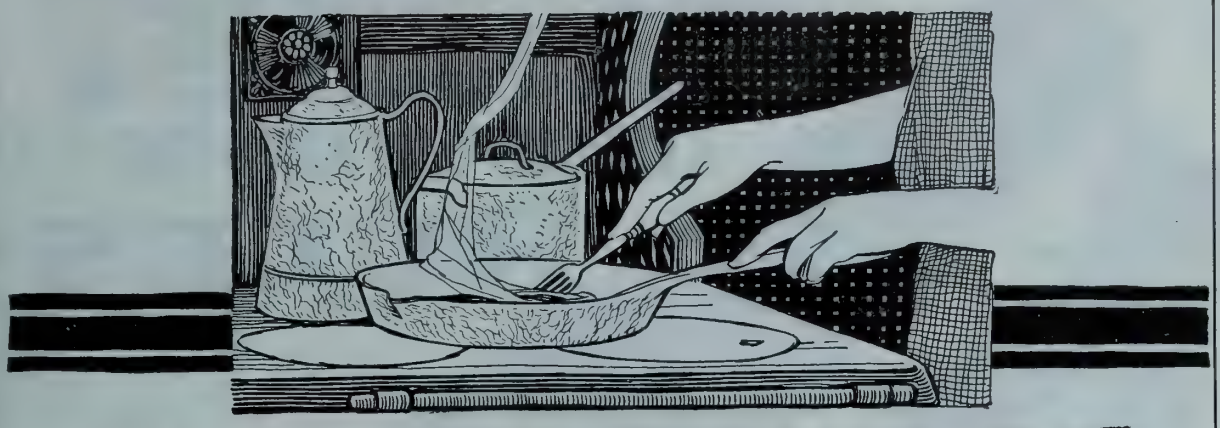
subsidiary of

British Empire Steel Corporation Limited

120 St. James Street **Montreal**

Western Agents: **Messrs. Bissett and Webb, 127 Lombard St., Winnipeg**

If interested tear out this page and place with letters to be answered.



ENAMELEDWARE

The CLEAN *Ware*

Of all the much-advertised kitchen wares **Enameledware** is by far the cleanest and cheapest in the end—and out of all makes of **Enameledware** the "DAVIDSON" line is probably the best known and certainly the most reliable.

The Davidson Trade Mark—"The Seal of Durability" is our own personal guarantee of quality, known throughout the trade and respected everywhere since 1860. At the present time there is an extensive advertising campaign running in Newspapers and Farm Journals from coast to coast and already there is a favorable response on the part of the public who, despite inferior attractions, has always recognized the superior utility of Enameledware as a household utensil.

The non-metallic acid stain-proof surface of **Enameledware**—resembling china in its texture—ensures greater cleanliness, less waste and absorbs and retains more heat than any other form of cooking utensil.

Write for our Special Dealer Proposition

DAVIDSON'S GOODS MADE IN CANADA BEAR THE SEAL OF DURABILITY

This Trade Mark is the Retailer's guarantee against imitation—or inferior quality.

The Thos. Davidson Mfg. Co. Limited

ESTABLISHED 1860

HEAD OFFICE:
MONTREAL

Branches
Toronto Winnipeg
Calgary Vancouver

If interested tear out this page and place with letters to be answered.

STANLEY

ALUMINUM ZIG-ZAG RULES

OUR NEW TRADE MARK

STANLEY S.W.

Here are some of the features:
Made of unbreakable metal.
Graduations will not wear off and can be more easily seen in dark places.
The depth of ordinary liquids can be measured without injury to the rule.

Recommend this type of rule to plumbers, carpenters and steamfitters. It is made in 3, 4, 5 and 6 foot lengths.

Page 20 of the No. 120 Stanley Tool Catalog shows the aluminum rule. Have you a copy?

The Stanley Rule & Level Plant

The Stanley Works
New Britain, Conn.

NEW YORK
LOS ANGELES SAN FRANCISCO CHICAGO
SEATTLE

Canadian Representative:
A. MacFarlane & Co., Ltd., Coristine Bldg., Montreal

If interested tear out this page and place with letters to be answered.

"Glad? I'll Say 'Yes'"

"TWO years ago I nearly gave up the Tire end of my business. I'm too busy to spend time 'making adjustments' on poor Tires. Last year I handled

"GUTTA PERCHA" TIRES

and I had very little adjusting to do, and no complaints. My customers were so well pleased that I shall continue to push my tire department as long as I can get "Gutta Percha" Tires. It is worth the trouble to stick to a good article that pays a good profit and gives satisfaction. Am I glad I took up the "Gutta Percha" line? I'll say 'Yes'!"

GUTTA PERCHA & RUBBER, LIMITED

HEAD OFFICES & FACTORY, TORONTO.
Branches in all Leading Cities of Canada

If interested tear out this page and place with letters to be answered.

Beath Welded Steel Barrel-

With Beath Pump

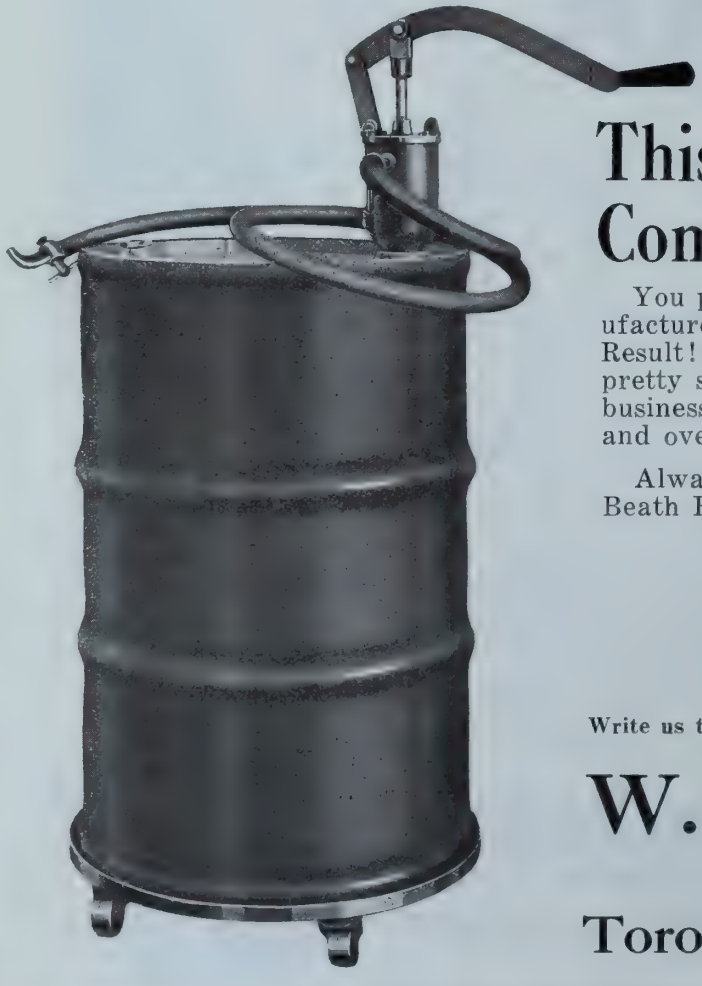
For Your Oil Department.

Do you want to have the tidiest, cleanest, neatest and most economical outfit in town for selling your kerosene and oils—an oil outfit that builds up business?

Beath Welded Steel Barrels with Beath Oil Pumps are the greatest combination ever offered to hardware men for their own use.

Beath Welded Steel Barrels are absolutely unleakable. See how tidy they look in your store. They stand up permanently. They stop waste.

The pump is easy and simple to operate, no valves to get out of order, no complicated parts to wear out. They fit perfectly. Three strokes exactly to the quart. See how quick you can serve customers! And besides—



This Barrel and Pump Combination Sells itself.

You put this neat barrel and pump where manufacturers' motorists can see it in actual operation. Result! You sell Beath Barrels and Pumps, and pretty soon they have worked up for you a tidy business—and have paid for your own outfits over and over again.

Always order your own supplies shipped in Beath Barrels.

We manufacture:
Beath Steel Barrels
Oil and Grease Pumps
Gasoline Storage Tanks
all sizes—for every purpose

Write us to-day for catalogues, prices and agency proposition.

W. D. Beath & Son

LIMITED

Toronto **Canada**

If interested tear out this page and place with letters to be answered.

IN PLACING FIRE INSURANCE

for the coming year bear in mind the strength, loss paying record and saving of the company you choose.

One glance at the following statement will prove our strength as unquestionable. Fire companies have just passed through probably one of the hardest years of the business, yet our companies were able to make quite an increase in surplus—which, after all, is the real strength of a company.

AS TO LOSSES—well, the fact that we have never had a lawsuit over the adjustment of an honest loss speaks for itself. Losses are paid immediately upon receipt of proofs of loss from the adjuster and NO DISCOUNT.

SAVINGS?—Our hardware companies are now on their 15th year of providing hardwaremen with fire insurance at exactly one half the cost of board companies. THINK OF IT!

Statement of Assets and Liabilities backing the policy we issue.

ASSETS		
Cash and investments	$4,038,357.52	
Interest accrued	79,827.89	
Premiums in course of collection	400,730.32	
Other assets	139,125.63	
Total cash assets		$4,658,041.36
LIABILITIES		
Reserve for reinsurance	$2,251,088.30	
Reserve for taxes	62,000.00	
Reserve for losses	227,481.61	
Unpaid Accounts	6,689.37	
Other Liabilities	103,697.83	
Total liabilities	$2,650,957.11	
Net cash surplus	2,007,084.25	
Cash assets		$4,658,041.36
Increase in surplus since Jan. 1, 1921	$ 155,312.58	
Total insurance in force	327,669,079.00	

Can you afford to disregard the opportunity offered--YOU

--THE--

Canadian Hardware & Implement Underwriters

C. L. Clark, Manager

WINNIPEG MANITOBA

Endorsed by {ONTARIO RETAIL HARDWARE ASSOCIATION
{MANITOBA RETAIL MERCHANTS' ASSOCIATION

Provincial managers will give personal attention to inquiries in the following provinces—Alberta, Saskatchewan, Manitoba, Ontario, Quebec.

CAMPBELL & FOWLER EDGE TOOLS

Our XXX single bit axe is made of the very best grade of Crucible Cast Steel, by men WHO KNOW HOW, under the most rigid inspection and therefore we can safely guarantee every axe to give perfect satisfaction. Every XXX axe is ground to a keen cutting edge ready for work, which saves the chopper the usual grinding necessary on other makes. We supply these axes in any pattern required for your trade.

Our Special Hudson Bay Axe is much wider across the eye than the regular pattern, which gives more support on each side of the handle and prevents the handle from getting loose or breaking, which is the case with the old style Hudson Bay Axe. Patent applied for.

Our XXX double bit axe is also made of the very highest grade of Crucible Cast Steel and each bit is separately tempered, which insures them to be of equal temper, as most double bit axes do not contain the same temper point in each bit.
This axe when handled will balance perfectly and each bit will line up true with the handle. Our axes are supplied in any pattern required.

A SELECTION of four favorites. Have you these in stock? Campbell and Fowler Edge Tools have been standard for over fifty years.

Don't be modest about displaying these lines. Get 'em into your windows and on your show racks. Our long experience is your guarantee.

We also manufacture:
Socket Firmer Chisels
Framing Chisels
Draw Knives
Boys', Hunter and Bench Axes
Hatchets
Automobile Springs

Campbell & Fowler Ltd.

St. John Sole Makers XXX Tools **N. B.**

Campbell's Patent XXX Hammer Poll Axe is made with a piece of 1¾ in. best cast steel, fitted and welded solidly into the poll of the axe. Cannot break as it is properly welded and tempered. This axe will not flatten out, and has the durability and cutting qualities which have made our XXX Tools famous. Will balance perfectly on the handle; will chop easier than a light poll axe and has a thin, keen edge which it will retain.

SALES AGENTS:

Manitoba and West

F. G. Maxwell & Co.

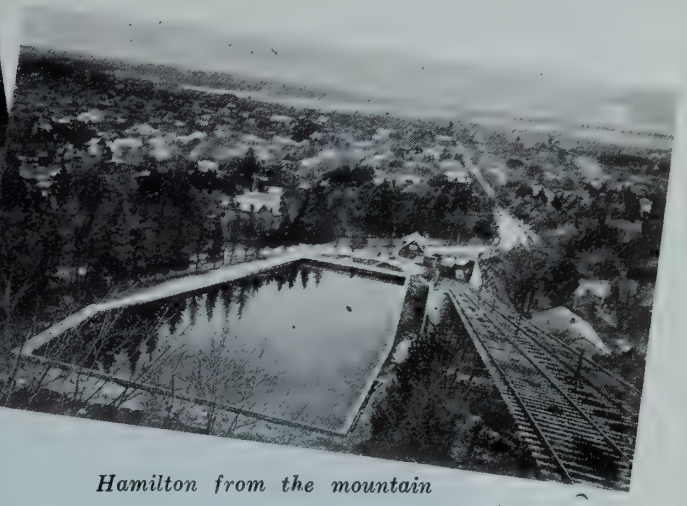
707 Union Trust Building
WINNIPEG

Ontario and Quebec

T. Mortimer & Co.

Empire Building
TORONTO

Dundurn Park overlooking Hamilton Bay



Hamilton from the mountain

HAMILTON

—*The Birmingham of Canada*

Gore Park—the hub of Hamilton, looking east from James Street.

The Armouries—where the Hardware Exhibition was held.

Royal Connaught Hotel —Looking west to James Street.

James Street looking north from King St.

THE HATCH GARAGE DOOR OUTFIT

A Set that Serves Faithfully

IN DAYS of ice and piling drifts of snow; in days of heat and humidity, when physical effort is an aggravation, doors hung with Hatch Garage Door Sets glide smoothly and reliably out of the way, along the garage wall, in response to a touch.

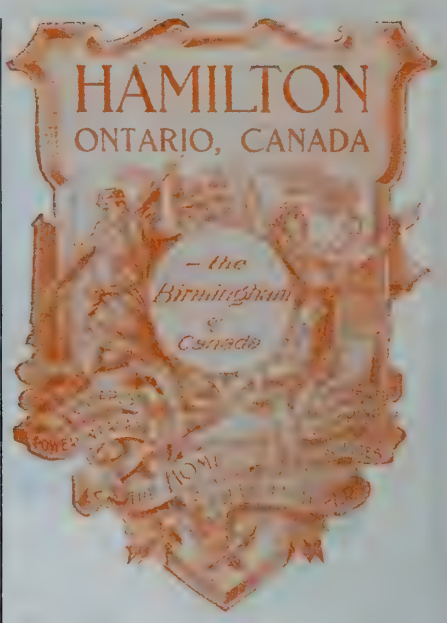
The Hatch Garage Door Set does what is expected of it, so smoothly, certainly, and effectively, that your customers will think of it, and of your business, with good-will every time they use the garage.

The Set includes:

Special Swivel Door Rollers; 22 feet of track; 3 pairs Special Garage Door Hinges; 3 Stay Rollers (floor guides); 2 Extra Heavy Garage Door Handles; 1 Safety Hasp (for fastening doors outside); 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a strong box. Ask for prices and details.

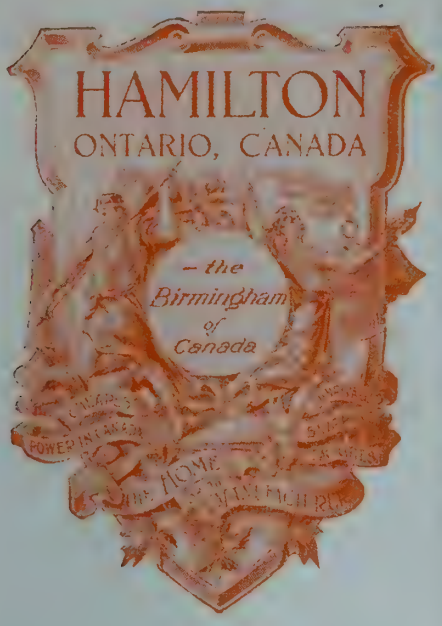
Canada Steel Goods Company, Limited
Hamilton, Canada



In this Hamilton Convention Number it seems appropriate for us to take advantage of the opportunity to respectfully direct your attention to a few facts regarding our plant and product—and our facilities for taking care of our customers' orders.

One of our chief desires has always been to bring our organization to such a state of efficiency that we would be able to give all of our customers at all times the very best brand of service obtainable, and we believe that with the improvements which have been effected in our plant, together with the installing of machinery and equipment of the latest and most up-to-date style, we have advanced in a very considerable manner toward the attainment of that desire.

We would direct your particular attention to the fact that Strap and Tee hinges are packed "one-pair-in-a-box-with-screws." The advantages of this method of handling hinges over the old way must be apparent to any one giving the matter a little attention. A great saving of time to both clerks and



customers is effected, and the hinges are put up with screws of size and length properly proportioned to the hinges with which they are packed.

The use of three butts on every door of regular size is recommended for the purpose of counteracting the tendency of doors to throw out of alignment, which causes them to stick and bind, with probable disfigurement of the woodwork. Experience has shown that as a general rule all full-sized doors when hung on only two butts are apt to give some trouble from warping. The proper size of butts to use on doors of different dimensions and weights can be obtained at a glance from a useful table which we will gladly furnish on application. The proper size butts for custom-made doors, often of odd sizes, can be determined by weighing a sample door and referring to the column of weights mentioned above. Centrally located in Hamilton with its rail, radial and lake transportation facilities we have advantages in obtaining raw materials and in giving prompt, dependable service to our customers.

Corrugated Hinges

No. Sc. 935. 5-inch Strap Hinges

Cut of No. Sc. 935

THIS line is a pleasure to sell; not only does it serve faithfully and fully satisfy your customers but it saves your time in selling.

Customers go where they are well and promptly served. They don't want to wait while packages are unwrapped and parts hunted up.

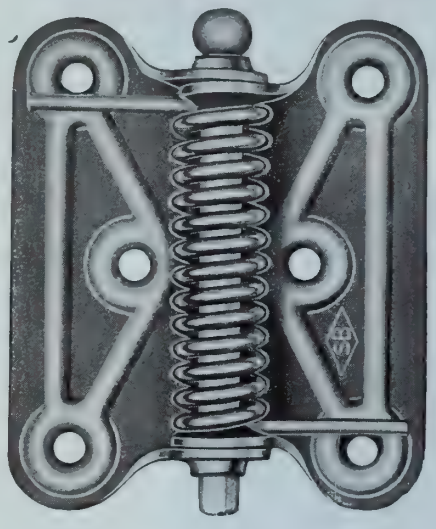
This handy set, complete in a box, is simple and easy to sell. Reach for it; lay it on the counter; lift the lid and you have practically completed a sale. Ask us about it.

Canada Steel Goods Company, Limited

Hamilton, Canada

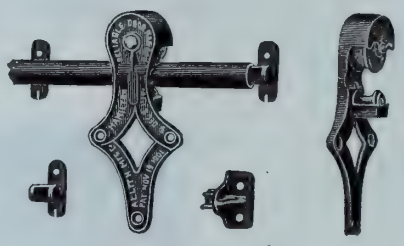
ALLITH DOOR HANGERS

made to suit every Canadian Requirement

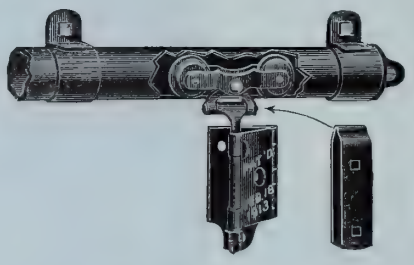


Size 3 inch.
No. 44 Screen Door Hinge.—Ball tip—galvanized loose pin—baked Japan finish. Made of best quality steel. Door can be removed by loose pin without removing screws. Packed one dozen pairs in carton, one gross to case.

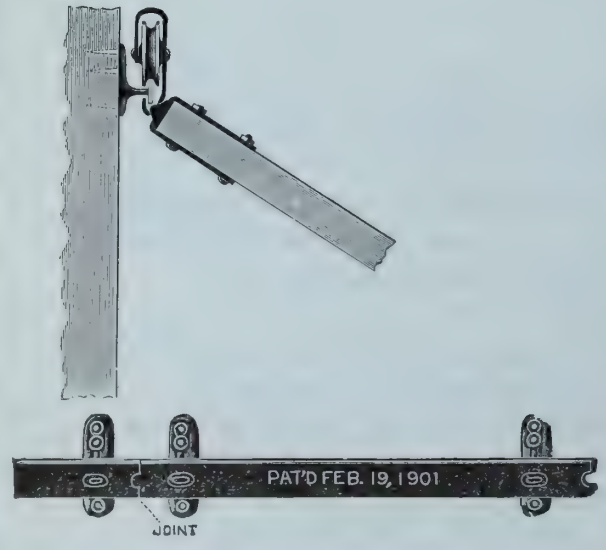
No. 44-S Screen Door Sets.—One pair hinges, screws, handle and hook and eye. Complete set in box.



THE "RELIABLE"
Especially adapted for factory doors. Made in sizes 1, 2 and 3. It sticks to the track, never binds.



"ALLITH" TROLLEY
Wind-proof, storm-proof track. Track is made of 14-gauge high carbon steel. Made with plain hasp or flush hinge.



STORM KING HANGER
Made of high-grade, plate steel housing and hasps, with grey iron wheel, fitted with hardened steel roller bearings. Baked Japan finish. Packed one pair in neat carton with bolts for erecting. One dozen to case. Weight per dozen, 74 lbs.

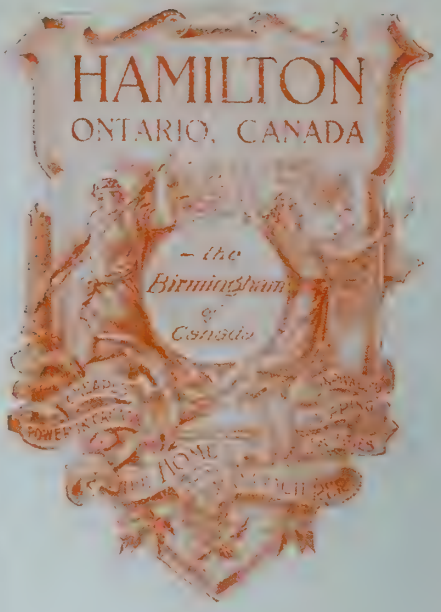
No. 60 Flat Track is supplied in 4, 6, 8 and 10 ft. lengths. Shipped in bundles. Weight per 100 ft., 100 lbs.

N. Slater Company, Limited

HAMILTON - CANADA

Representatives:

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto.
H. E. O. Bull, Montreal, Quebec.
A. T. Chambers, Vancouver, B.C.



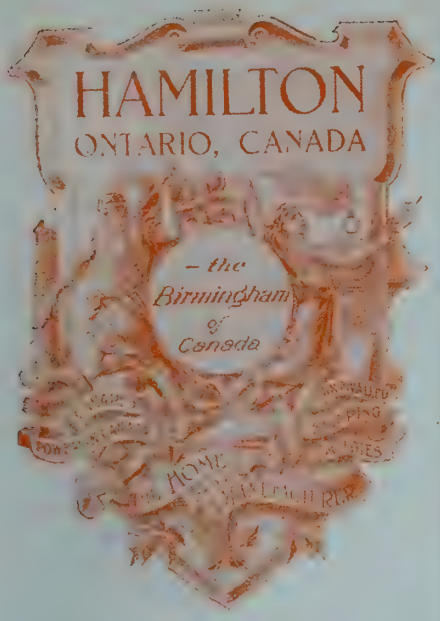
This business we started in a very small way in 1906 and its history is one of steady growth, built up by giving honest value and good service. The customer's interests we always put first, as the future success of the Company depends on the customer being satisfied. Our present Factory floor area is over 55,000 square feet.

Builders' Hardware Specialties

The products include Barn Door and House door hangers and track. Inspected and labelled Fire Door Hardware approved and listed by the National Board of Fire Underwriters and the New England Factory Mutual Fire Insurance Board.

Pole Line Hardware

The Hubbard line of Peirce Pole Line Hardware the standard wherever Electrical Power Lines are erected is made for Canada by us under License and is to be found in the better in-



stallations from Coast to Coast.

Stampings and Drawn Work

Another of the important products of the Company is Stampings and Drawn Work of all kinds in Steel, Brass, Copper and Aluminum. These stampings are supplied to the largest manufacturers and Exporters in Canada.

Forgings

Forgings of small and medium size are very important items in the list of goods we manufacture.

Galvanizing

In this department we have one of the most complete equipments for both the hot dip process of galvanizing and for sherardizing.

Our whole plant is equipped and laid out to take care of any kind of hardware manufacturing from the making of all the Dies and Tools to the turning out of the completed article.

The Slater Line Includes

Merchandise Carriers, Fire Door Fixtures, Garage Sets, Hinges, Store Ladders, Barn and Fire Door Latches, Stay Rollers and Flat, Round, Square and Parallel Track for Hangers, beside the items shown here.
We have every facility for giving prompt service, close co-operation and loyal support to our customers.
We will be very glad to show you what we can do on a trial order—if you are not already a customer.

The Suggestions Shown Here

No. 121, Trap Door Ring. Size 3½ ins. Wrought Steel Flush Trap Door Rings, Baked Japan Finish. Packed ½ dozen in carton with japanned screw. Supplied also in galvanized or plated finish at additional cost.

No. 15, Wrought Steel Hasp. Finished in Bright, Japan or Galvanized, made of wrought steel with hinged joints and concealed screw holes, which make it safe. Made in sizes 3 ins., 4½ ins. and 6 ins. Packed one dozen in carton.

No. 120, Chest Handle. Made of best quality, deep drawing steel, with heavy, easy-grip handle, japanned. Also supplied in galvanized or plated finish. Packed ¼ dozen pairs in box with screws.

CANADIAN-MADE HARDWARE—ASK FOR NEW CATALOGUE.

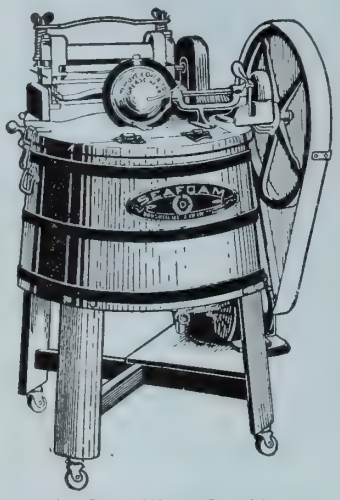
N. Slater Company, Limited

HAMILTON - CANADA

Representatives:
A. T. Chambers, Vancouver, B.C. **N. J. Dinnen, Winnipeg, Man.**
H. E. O. Bull, Montreal, Quebec. **T. Mortimer & Co., Toronto**

Seafoam Electric

Washing Machine



Style "A" Dolly Type
Reversible Wringer. Washes and wrings at same time or separately—all by power.

1-4 H. P. Splash Proof Motor. Style "B"—For Engine Drive.

THIRTY-FIVE years' experience has taught us to build home laundry equipment that hardwaremen can sell. Dowswell Lees Washers are not parlor ornaments—although they are attractive enough in appearance to be a source of pride to housewives — they are plain, common-sense good washers.

These effective machines are truthfully represented to the public and honestly built. Time has proved that confidence in them was well-placed, both by dealers and consumers.

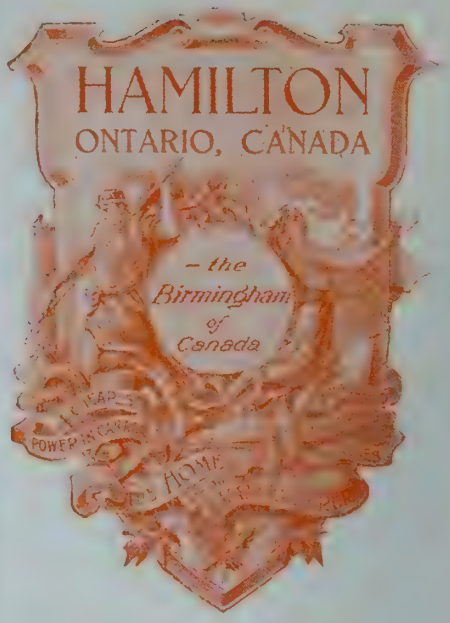
Our assortment embraces washing machines for hand power, water power, electric power, engine drive; are designed to meet the demand of every purse; are common-sense, practical washers of established reputation. They are simple, durable and practically trouble-proof. Jobbers sell and recommend them.

Dowswell, Lees & Co., Limited

HAMILTON - CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

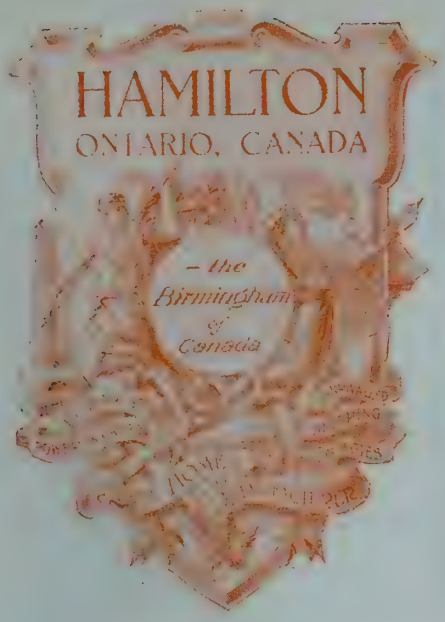


Largest Washer and Wringer Factory in British Empire

DOWSWELL, LEES & CO., Ltd. have been manufacturing Washing Machines and Wringers in Hamilton for upward of 35 years. They started in a very small way, making only the "DOWSWELL" Washer and "ROYAL CANADIAN" Wringer, gradually growing in a healthy business way, through the well merited confidence of the buying public in these quality products, until they now operate the largest Washing Machine and Wringer factory in the British Empire, occupying more than 3½ acres of floor space. Their products now include sixteen different kinds of Washing Machines and twenty-two various types of Clothes Wringers, all of proved quality and value.

The plant has unsurpassed facilities for quantity production, enabling the firm to supply the trade with the highest class goods at reasonable prices. The various departments—wood working, metal working, rubber making, tub making, painting, varnishing, plating, etc., are under expert supervision, and inspection is very rigid, so that when a "DOWSWELL" article goes out it is satisfactory in every respect. They also maintain a splendid service department for the supplying of repair parts promptly, and at low prices.

DOWSWELL, LEES & CO. have enjoyed the confidence and good will of their Hardware friends all these years and value highly their business, which has grown to such large proportions. Large and well assorted stocks are carried at Hamilton and Montreal and prompt shipments can be made either direct from their warehouses or through the Jobbers.



The fact that "Duro" Aluminum Ware is a strictly Made-in-Canada product is not by any means the sole reason why it has met with such success with both the wholesale and retail trade. There are many other features that have helped its popularity.

Quality

One of the most outstanding features is its Quality. To compare "Duro" with any other aluminum ware only serves to prove that it is truly in a class by itself. The workmanship and finish are perfect. A rigid inspection is conducted as each piece of "Duro" is finished and if the slightest imperfection is found that piece is placed in a separate department, and disposed of as a second. Therefore, when you handle "Duro" you are handling a line that will never cause a complaint from your customers but will bring many repeat orders to your store.

Large Range

With the fourteen new lines recently added we have a complete line to offer. All of the leading jobbers are now handling "Duro," many of whom have told us that it is an exceptionally ready seller owing to its very high quality.

The public want good goods at a fair price and the dealer who handles "Duro" will be able to give the public what they want.

An inspection of the whole "Duro" line will convince you that our claim of "Quality" is well founded.

REGISTERED

DURO

TRADE MARK

"DURO" ALUMINUM WARE

99% Pure Made in Canada

Large range to choose from, Popular Prices

"Duro" is setting the pace in the quality race,
Leading Jobbers Handle It.
If you have not received the new "Duro"
Catalogue and Price List write at once.

No. 47 Egg Turner

Perforated

Length ins. over all	Plate ins.
13	3 x 4

Polished Finish

No. 315 Duchess Tea Pot

4 Pint. Spout is welded to body. Attractive, ebonized handle. You will find this a quick seller.

Tea Kettle, Welded Spout

No.	Cap.	Diam. Bot. Outside	Depth Inside
165	5-Qt.	9 1/8 in.	5 1/4 in.
167	7-Qt.	9 3/4 in.	6 in.

Opening at top of kettle 5¼ in.
Cover dome shaped with ebonized knob.
Handle, flat steel, heavily retinned, with ebonized wood grip.
Ears have notched handle rest to prevent handle from contact with kettle and becoming hot.
Handle will stand erect when desired.
Opening at end of spout large enough to fill from faucet without removing cover.
Spouts are welded to the body.

DURO ALUMINUM, LIMITED

Successors to W. D. Shambrook & Co., Hamilton, Ont.

W. D. Shambrook - President

Representatives:

A. T. Chambers, Vancouver.
L. T. Walls Sales, Ltd., Winnipeg
J. R. Anderson, 36 St. Dizier St., Montreal.
Armstrong & Paterson, St. John, N.B.
A. F. Burns, Hamilton, Ont.

Bird Cages, Globular, Brass and Japanned.

Wrico

the registered trade mark of high-class Tinwares, Galvanized Wares, Japanned Wares, and other goods made by

E. T. WRIGHT CO., LIMITED

Hamilton - Canada

Imitations and substitutes cannot compete. Buy and Sell "Wrico" labelled products.

Bird Cages, Square, Brass and Japanned.

Breeding Cage Nests. Now is the time to sell Breeding Cages.

Muffin Pans. Stamped Tinwares of all kinds.

Conductor Pipe Elbows. The roofing season is here. Prices down.

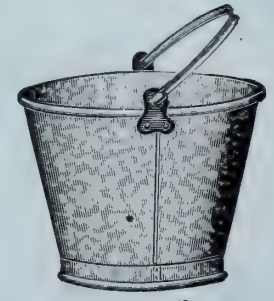
Dust Pans. Japanned goods of the highest finish.

Automobile Gasoline Funnels, Strainers and Measures.

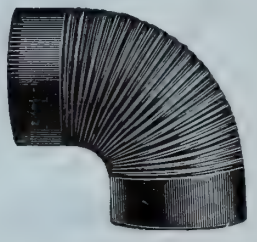
"Canada" Fly Swatters. "Ontario" Swats and "Balloon" Fly Traps.

Flat Graters with patented perforations. "Gilmore" Graters and kitchen smallwares and novelties.

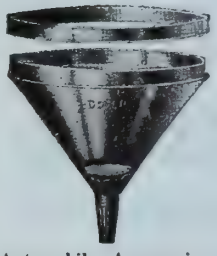
Galvanized Garbage Pails. Our Galvanized Wares are heavy gauge, and scientifically coated.



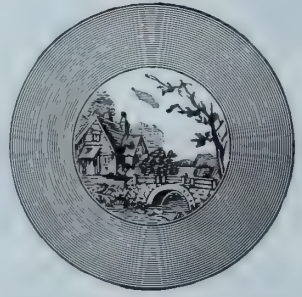
Galvanized Pails, also **Tubs, Buckets, Fire Shovels, etc.**



Stove Pipe Elbows, from 3″ to 10″ in Black, Tin or Galvanized.



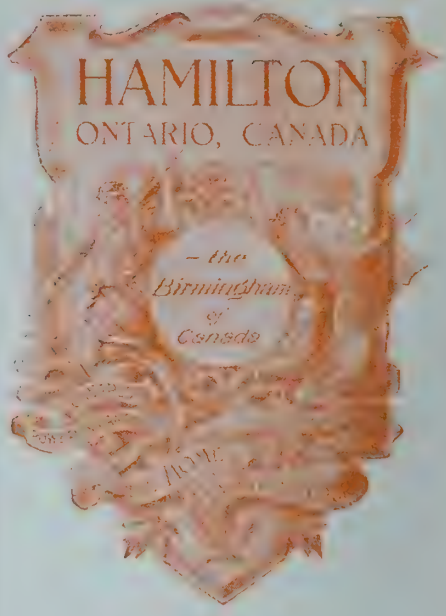
Automobile Accessories. Oilers, Gaskets for Ford Cars, Garage Measures, Distillers.



Flue Stoppers. Flat and Embossed. Collars, Stove Pipe, Dampers, etc.

Oilers. Plain Steel, Japanned, Coppered. Designs for all purposes.

Our new catalog is ready for distribution. Be sure you get your copy.



SERVICE

THE ideal relationship between the manufacturer and the dealer — and between the dealer and his customers—is represented by this word — SERVICE. Analyzed, it means fair dealing, efficient friendly co-operation, and, most of all perhaps, prompt execution of orders.

The exhaustive lines we make are but meagrely indicated on this page. Since we first began operating in Hamilton in 1883 our plant has expanded prodigiously, and now embraces the manufacture of thousands of lines.

We are to-day in a position to ship promptly and in full the requirements of hardware and tinware dealers in all lines of Sheet Metal Goods, Lanterns, Bird Cages, Wire Goods, Galvanized Wares—in fact, our stock of all lines is complete. This is what we mean by speaking of "Service."

Dealers interested in Lanterns may secure any of the standard types familiar to Canadian consumers, by ordering from us. They are all made in our factory. Immediate shipments guaranteed. This is "Service."

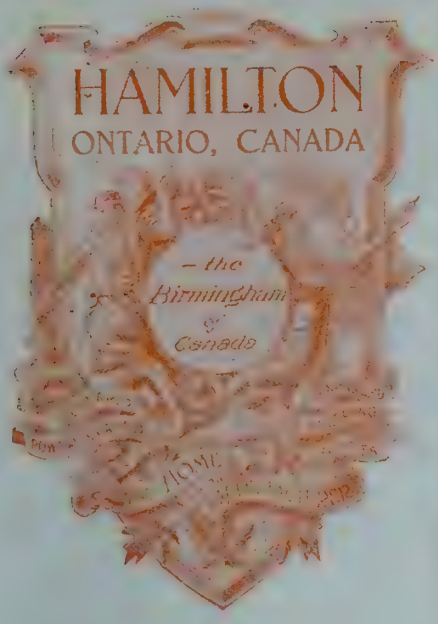
For 1922 we have planned to get in closer touch with our distributors, and assist them in marketing our goods.

The confidence and support we have always received from our many friends in business encourages us to hope that our efforts in co-operation will be well appreciated.

Please remember that we are at your "Service" always.

E. T. Wright Co., Ltd.

HAMILTON - CANADA



QUALITY

STRINGENCY of money with a section of the buying public has brought about the importation, and, to, some extent, the home manufacture, of light cheap grades of aluminum ware, which can be sold by the dealer at comparatively low prices.

These bargain-sale lines may meet with a favorable reception from some portion of the community, but the average Canadian housekeeper is a discriminating buyer, looking rather at quality than price, content to have only the best kitchen furniture on her shelves, and despising transparent substitutes or the production of cheaply paid alien labor.

It is to the high standard of "average" Canadian buyers that Wellworth Aluminum caters.

Made in Hamilton, the "manufacturing city" of Canada, efficient production is assured, and the Wellworth line gives real, genuine value at prices in reasonable proportion to the high quality offered.

There has been no deterioration in the standard of Wellworth Aluminum. On the contrary, since the first Wellworth Aluminum article was sold, the standard has been constantly raised. To-day, all Wellworth Aluminum goods are made in the heaviest weights and the most up-to-date modern shapes and designs.

Sell your customers the best aluminum products made in Hamilton—in Canada—in the world—the Wellworth QUALITY made by WENTWORTH MFG. CO., HAMILTON, CANADA.

"WELLWORTH"

the registered trade mark that distinguishes Aluminum Goods made by

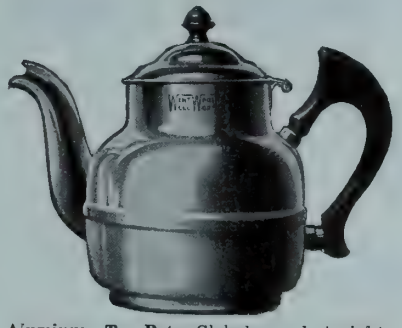
WENTWORTH MANUFACTURING CO. Hamilton, Canada

from the flimsier and less highly finished products of other aluminum makers.

Buy "Wellworth" labelled Aluminum. **Sell Aluminum labelled "Wellworth."**

Aluminum Cast Fry Pans. These are thick, crackproof pans. Scientific aluminum casting work quoted on and executed.

Aluminum Pudding Pans. Clean, smooth finish. All sizes. Heavy gauge.

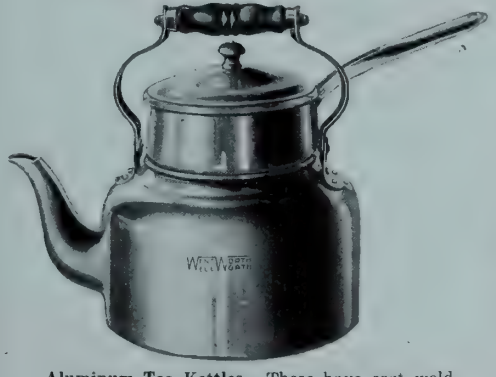


Aluminum Tea Pots. Globular and straight. Electric and ordinary Coffee Percolators.

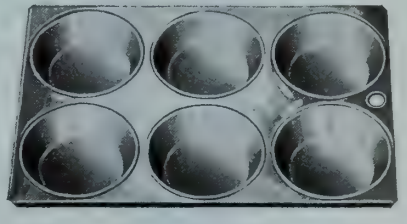
Aluminum Pie Plates. Medium and deep. Good weight.

Aluminum Buffet Sauce Pans. With covers. This style is preferred by some users.

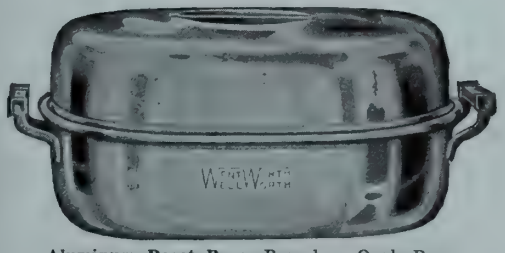
Aluminum Potato Pots.



Aluminum Tea Kettles. These have cast welded spouts. Made in a variety of designs.



Aluminum Tart Pans. Muffin, Biscuit, Corn Cake designs. 6, 8 or 12 cups on frame.



Aluminum Roast Pans. Round or Oval. Beautifully designed. Slide into low ovens easily.

Aluminum Preserving Kettles. All of the latest approved shapes. Larger sizes in "Colonial" design.

Get your name on our mailing list for a copy of the new "Wellworth" catalog including Brass, Copper and Nickel-plated "Wellworth" goods.

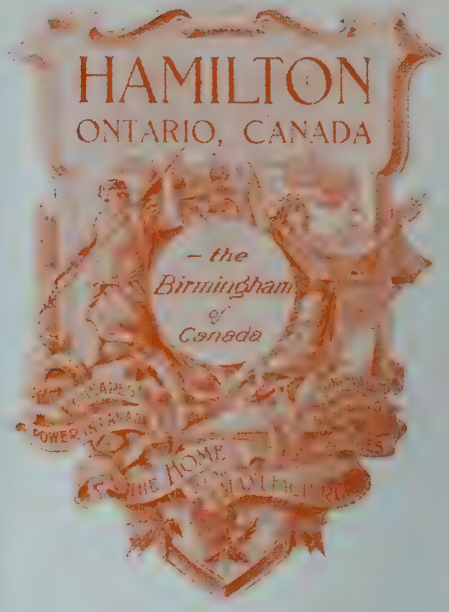
WIRE
Nails and Bale-Ties

Yes! Everything in wire from the finest (5-1000 of an inch) to the half-inch gauge kind is made in our plant in Hamilton.

There, wire that many a Canadian firm thought necessary to send across the line for, is now made by us and is giving even better service than imported lines.

Among Laidlaw products are: bale ties, special hay baling wire made from Bessemer stock, wire nails, fence staples, fine wire (bright annealed and lacquered finish, tinned and galvanized), square, pin, brush, bookbinder's, hat, florist's and a fine quality of tinned or bright mattress wire. All shipments are properly packed and shipped promptly. We solicit your enquiry re special wires of all kinds.

The Laidlaw Bale-Tie Company
Limited
HAMILTON - CANADA



The Laidlaw Wire Boys Meet in Hardware and Metal Every Week

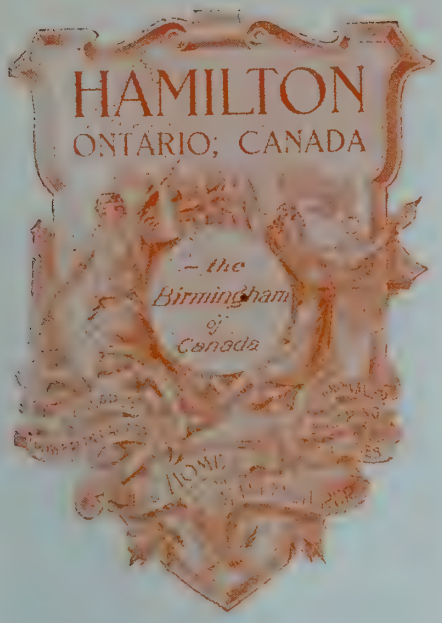
For some time past the Laidlaw Wire Boys (Bale Tie and Wire Nail) have met at the upper right hand corner on or about page 20 of Hardware and Metal.

These young Laidlaw salesmen call on the hardware trade and pick up information concerning conditions as related to the sale of wire nails, bale ties, wire, etc., which is of interest to the retail dealers and manufacturers of Canada.

B.T. and W.N., as they are familiarly called, have both recently reported at the Laidlaw office that there seems to be a very decided optimistic tendency in the trade since the turning of the new year. B.T. tells of a small prepared roofing manufacturer having so much confidence in the immediate future of Canada that he is going ahead in one of Ontario's chief cities with a building programme estimated at over $75,000.

"Confidence in Canada and in a product," W.N. says, "means success every time."

The Laidlaw Boys attended the Ontario Retail Hardware Dealers' Convention this week and were greatly impressed with the apparent enthusiasm and confidence of the retailers who met to discuss their problems. There is no doubt these men will go home and start things humming in their respective localities. A few enthusiastic, energetic hardware dealers turned loose in Ontario will soon make things start on the straight road to recovery. Ginger 'em up, boys.



JUST a few remarks concerning Ajax gas-filled Lamps, often spoken of by others as Nitrogen or type "C" high efficiency units.

In line with the policy of keeping pace with the latest scientific developments of the industry, this company, some time ago, dispensed with the use of Nitrogen Gas in favor of a rarer and more costly element known as Argon Gas.

By virtue of this change they were able to procure a greater candle power output in comparison with Nitrogen Filled Lamps of equal wattage, and at the same time were able to reduce bulb temperatures which meant additional life performance.

Ajax Gas-Filled (Argon) Lamps cost more to manufacture but are listed the same as our former Nitrogen product.

Vacuum and Gas Filled Tungsten Lamps

Licensed under the patents of C. G. E. Co., Ltd.

LIGHT, life and durability are the three principal characteristics of AJAX lamps; but when backed up, as they are, by superior quality of materials, workmanship, and a *guarantee* against mechanical and electrical defects, they constitute a high and lasting value not to be found in cheap imitations.

The best of anything pays the greatest returns in the end. AJAX LAMPS are no exception to this rule.

Write for prices and our new contract plan for 1922.

The Canadian Tungsten Lamp Co.
LIMITED
Hamilton - Canada

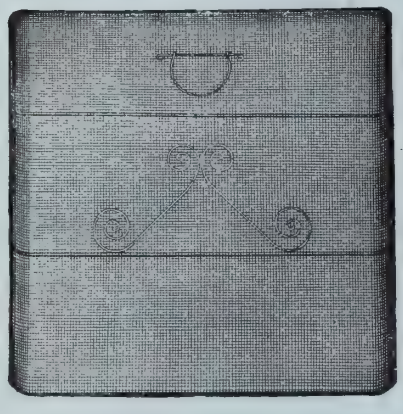
***Branches;* WINNIPEG - MONTREAL**

Spark Guards

Wire Cloth Wire Rope

Our facilities for making all constructions of wire rope and fittings, etc., are unsurpassed. We carry stocks in Hamilton, Montreal and Edmonton

We also manufacture Concrete Reinforcements, Steel Lavatory Partitions, Metal Lockers, Iron Stairways and Wire Cloth for all purposes.



Illustrating our X. L. type

Illustrating our Coppered Full Lined

The Fire Screens illustrated above are but two suggestions from our extensive and varied line of wire goods. We manufacture Wire and Iron Work of every description. Concrete Reinforcements, Steel Factory Partitions, Metal Lockers, Iron Stairways, and Wire Cloth for all purposes.

Our line of Fire Screens and other products is standard and ensures you a quick-selling and profitable line to handle.

We solicit your inquiries direct or through your jobber.

Canada Wire & Iron Goods Co.

King William Street

HAMILTON, - ONTARIO

REPRESENTATIVES:

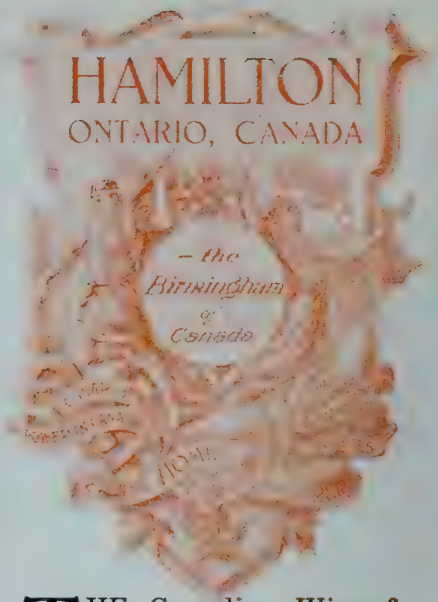
R. A. Ogilvie, 713 Dominion Bldg., Vancouver.

David Philip, 138 Portage Avenue, Winnipeg.

N. F. Judah, 202 McLeod Bldg., Edmonton.

C. W. Beal, 60½ Adelaide St. East, Toronto.

J. H. Hanson Co., Ltd., 244-8 St. Paul St. W., Montreal.



THE Canadian Wire & Iron Goods Company, of Hamilton, Canada, has enjoyed that healthy growth manifestly earned by its sound policy and business judgment. It has taken front rank in the manufacturing industries for which Hamilton is famous.

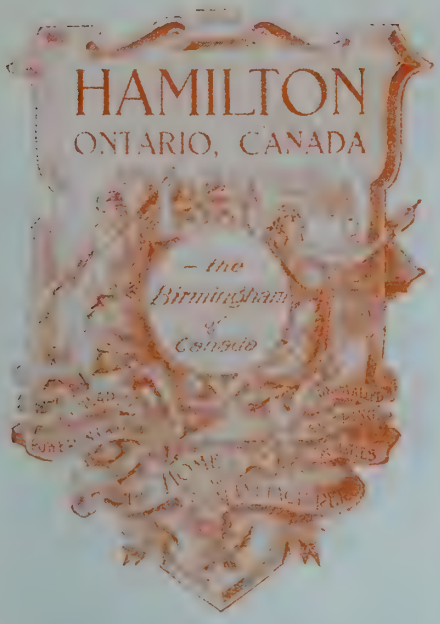
The present company has grown from a modest plant, employing but a few hands, in 1907, to the present large and busy establishment employing over 125 people.

On King William Street is located the large commodious building. It is equipped with the very latest modern machinery for manufacturing wire rope. Rope from the smallest to the largest sizes, for all purposes, is skilfully made. One interesting department possesses many looms for weaving wire cloth from steel, brass, copper and bronze wire.

This interesting company also manufactures fly screen, wire cloth, perforated metal and metal lockers for office, factory or club use.

Wire is now drawn on the premises from rods. From time to time improvements are made as the progress and advances of manufacturing methods make these possible.

Many successful hardware merchants from Halifax to Vancouver are doing a profitable business selling the popular products of the Canada Wire & Iron Goods Co.



Hamilton the Ideal Manufacturing City

WHEN we established our business in Hamilton nearly eighty years ago, the management realized the wonderful possibilities of this city and as years rolled by their judgment proved to be correct.

Hamilton is now the Birmingham of Canada, with more factories, in proportion to population, than any other city in this country.

The advantages to a manufacturer in locating in Hamilton are many. In the first place, we are only a short distance from the places that we depend upon for raw material. We have wonderful transportation facilities both by rail and water. Then we have cheap power and an abundance of labor.

So far as shipping is concerned, we are able to cover all points of Ontario as rapidly, if not more rapidly, than manufacturers located in other places.

Therefore we say that Hamilton is an ideal manufacturing city, and we are glad now that our directors in the early days had the foresight to establish here.

Offering a complete line of Stoves, Ranges and Furnaces, also builders' hardware, and all made in one plant at Hamilton. More than seventy-five years of successful manufacturing.

NEW IDEA

AND

SOUVENIR

PIPE AND PIPELESS FURNACES

The best Heating Plants made

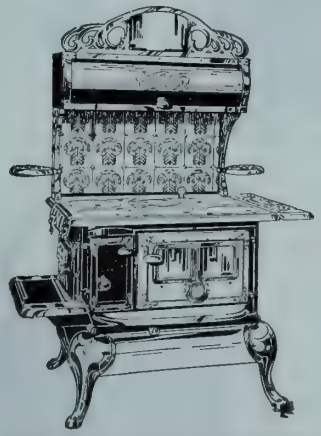
SOUVENIR RANGES

FAMOUS FOR GOOD BAKING

Also a complete line of Builders' Hardware known to the hardware trade from coast to coast as "Gurney Hamilton Locks."

New Idea Pipe Furnace. Made in six sizes. Descriptive folder giving full specifications supplied free upon request.

New Idea Pipeless Furnace. Made in three sizes. Write for descriptive circular.



Souvenir Cast Iron and Steel Ranges. in a full variety of styles and sizes. Write for catalogue No. 78.

Gurney Hamilton Locks. Supplied direct or through your hardware jobber. Above illustration is one of our Cylinder Dead Locks No. 390. Just one of our many styles.

The Hamilton Stove & Heater Co., Ltd.

Successors to GURNEY-TILDEN CO., LTD.

HAMILTON :-: :-: ONTARIO

Our agency is still open in several good towns and districts. Write us to-day and request our salesman to call and discuss the matter fully.

Profits for the Poultry Man Can Mean Profit for You

You can share in the profits poultry raisers are making by having ready a line of poultry supplies that will meet their spring requirements.

The Collins Never-Fail Poultry Supplies are just what your customers want. They are made to suit Canadian conditions. Their design has resulted from actual experience and they give the poultry raiser results.

The Collins Never-Fail Dependable Sprayers are sure to give your customers satisfaction. They are built for easy operation and to stand hard use.

Our 1922 prices are sure to attract business. Write for full particulars.

COLLINS NEVER-FAIL PRODUCTS, LIMITED

HAMILTON — CANADA

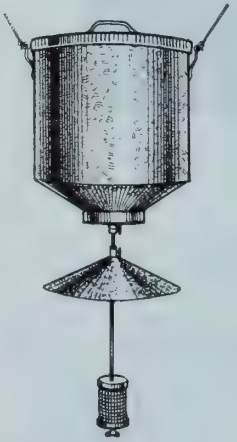
Collins Brooder Hatcher

A complete outfit for the beginner. Chicks are hatched and also brooded so that they are taken care of from the time they are hatched.

Collins Brooder Hatcher

Never-Fail Potato Sprayer

Easy to operate, nothing to get out of order and low in price. Three features that make a sure seller.

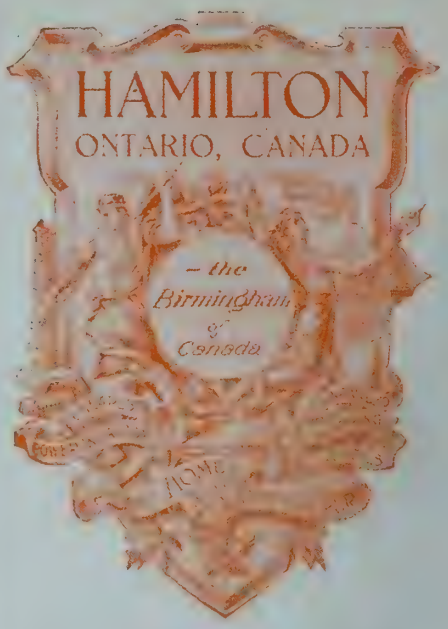


Collins Hen-Pecked Feeder

Collins Hen Pecked Feeder

Regulates the feed and keeps the hens working. It has increased egg production 100 per cent.

Never-Fail PotatoSprayer



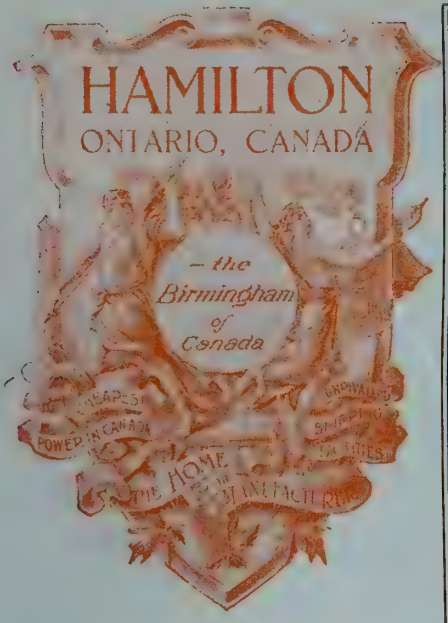
Prices on Made-in-Canada Poultry Supplies Under Import Quotations

The combination of the Collins Manufacturing Company of Toronto and the Never-Fail Products, Limited, of Hamilton, under the name of the Collins Never-Fail Products, Limited, gives a new organization and increased facilities for the manufacture of poultry supplies. The well-known metal poultry supplies and fittings heretofore made by the Collins Manufacturing Company will be developed extensively, as well as the line of sprayers and force pumps which have also attained widespread popularity. Other articles that are in steady demand are the Collins Metal Hen, an incubator and brooder combined.

The Never-Fail five gallon oil and gasoline cans formerly made by the Never-Fail Products, Limited, will likewise be continued by the new company. Thousands of these cans have already been sold in Canada.

The prices on the new line are particularly attractive when compared with import quotations. Many of these articles have heretofore been imported from the United States but the expansion of the two companies make a complete line of Made-in-Canada poultry supplies now available for the Canadian market.

The new company has no excess stock of supplies or manufactured articles. This, combined with the reduced prices now in effect for galvanized sheets and other materials used in manufacturing enables them to quote low prices and to make prompt shipment from their Hamilton headquarters.



THE location in Hamilton of this industry affords us manufacturing and shipping facilities exceeded nowhere in the Dominion.

With the advantages of Hamilton's geographical location and its splendid shipping facilities by rail, radial or lake routes, we are enabled to offer the hardware trade of Canada unexcelled ease of ordering and unparalleled advantages in promptness of shipping.

The steady growth of Hamilton as a manufacturing centre serves to multiply and increase our facilities and services to the trade at large.

Our extensive plant and modern equipment enable us to produce "Maple Leaf," the very finest type of Stitched Cotton Duck Belting, constantly increasing in demand for belt drives and conveyors.

The active demand and splendid sales enjoyed by "Maple Leaf" Belt Dressing are an opportunity and a source of satisfaction and profit to every hardware house desiring to supply customers with the best in material and workmanship, and in valuable, prompt service.

Strong, True-running and Economical "MAPLE LEAF" BRAND Stitched Cotton Duck Belting

YOU will gain the lasting goodwill of your customers by recommending this superior belting as a main drive belt, or for conveyors, and many other uses that have made it a popular, satisfactory article in good demand.

It is notably strong, durable, true-running and economical. Being thoroughly waterproof it gives high efficiency service in either wet or dry places.

"Maple Leaf" Belt Dressing

This dependable, result-giving dressing has an ever-growing circle of purchasers. It gives longer life and improves the service of all makes of belting.

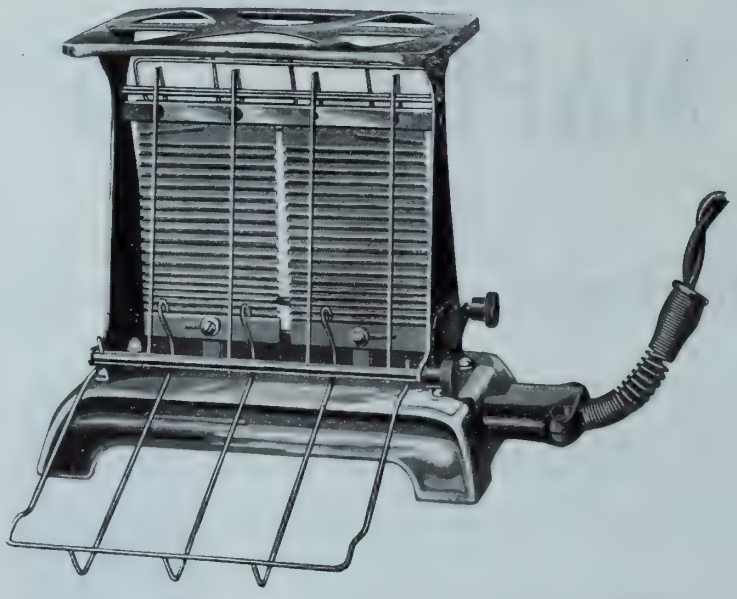
Good turnover, and good profit as well, are the rewards of merchants who gather satisfied, permanent customers by selling "Maple Leaf" Belting and Belt Dressing.

Dominion Belting Co., LIMITED

HAMILTON - CANADA

QUEBEC BRANCH: 51 Duluth Bldg., Montreal

Westinghouse



Toasters are always in demand because toast is such an important part of the morning meal in practically every home.

Use a Westinghouse Turnover Toaster and show why electrically toasted toast tastes best. How convenient it is to make toast on the breakfast table and how handy the Turnover Toaster is—as the name implies, the toast is turned without being touched.

This toaster is very attractive and is in perfect keeping with a neatly set table. The flat top of a Westinghouse Turnover Toaster will keep toast warm, heat plates, or keep the coffee hot.

Feature the Turnover Toaster as the toaster that toasts and turns it, too.

Canadian Westinghouse Co.

Limited

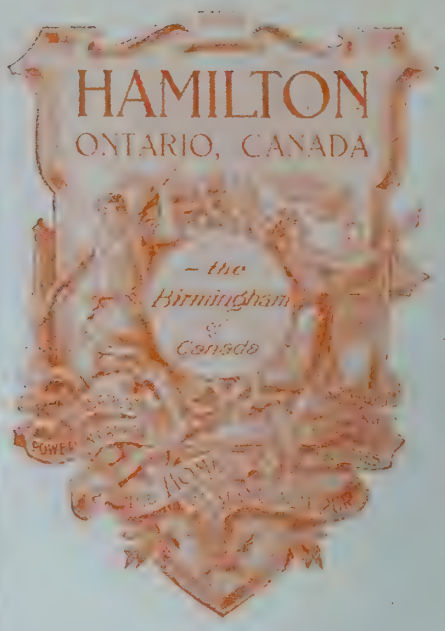
Hamilton - Ontario

SALES OFFICES:

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.
OTTAWA, Ahern & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

REPAIR SHOPS:

MONTREAL—113 Dagena's Street.
WINNIPEG—158 Portage Ave. E.
TORONTO—366 Adelaide W.
CALGARY, 316 3rd Ave. E.
VANCOUVER—1090 Mainland St.



From Tiny Flashlight Bulbs

WHILE Niagara and Chippawa supply a large part of Ontario's electric power, Hamilton supplies the bulk of the appliances that utilize this power.

Hamilton makes electrical products from tiny flashlight bulbs to enormous generators.

The Canadian Westinghouse Company, Limited, is one of Hamilton's oldest and largest industries. The original Westinghouse Plant for the manufacture of Air Brake equipment was established in 1896. The development of electricity led to the manufacture of electrical apparatus in 1903.

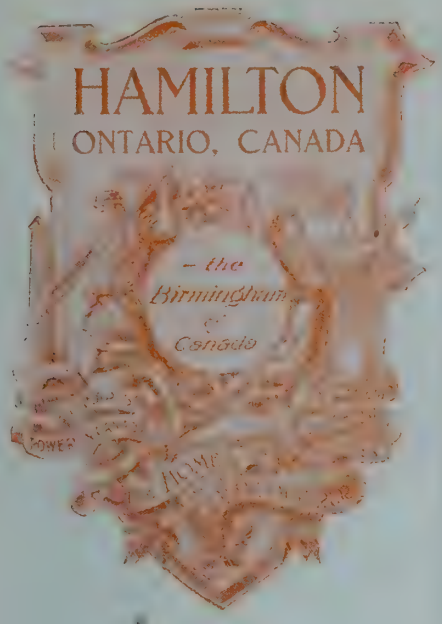
The original site, near Barton and Sanford Avenues, is still occupied, but it has expanded to more than a half million square feet of floor space, exclusive of office buildings.

Westinghouse employees would people a fair-sized town. Their athletic teams are prominent in sport. Benefit and pension departments, and a veterans' association of over 200 members, are interesting features.

These employees in the Westinghouse Plant make many kinds of products: the Westinghouse vacuum and gas-filled Tungsten lamp that lights your dark mornings; the Cozy Glow Heater that warms chilly corners; the convenient Westinghouse electric range; Percolator and Turnover Toaster; Electric Irons; Curling Irons, and Warming Pads.

Westinghouse motors drive familiar street cars; locally, and on radials.

Westinghouse motors also drive domestic fans, sewing machines and



To Giant Generators

vacuum cleaners. Westinghouse makes the meters that measure your monthly consumption of electricity.

Westinghouse makes huge generators, such as develop Chippawa power. For the great generators that Westinghouse built for the Chippawa development, an erecting shop had to be put up. It may become necessary to establish such shops permanently, to handle the large electrical equipment in future.

Such delicate devices as watt meters, ammeters, or volt meters are the other extreme. Other industrial appliances are: transformers, heavy motors, switchboards, railroad controllers, auto starters for industrial motors, electric furnaces, ovens, and other heating devices.

Westinghouse products are diverse and there is an equally great diversity of materials in their manufacture. Practically the whole world from Terra del Fiugo to Kamschatka, and from Alaska to Australia, is drawn on to supply materials for the various Westinghouse products.

The distribution of the finished products requires offices in the principal cities from Halifax to Vancouver, in close touch with the thousands of Westinghouse retailers covering the whole Dominion.

The name Westinghouse is famous as practically a synonym for air brake equipment. Every steam train in Canada is controlled by Westinghouse air brakes.

The name, on electrical equipment, is accepted as assurance of the highest excellence in performance, workmanship and material.

Westinghouse

Tell your next customer that the Westinghouse Type H Iron is liked by women because women designed it. Their helpful suggestions have made it a woman's iron—an iron that does fine work better and flat work more quickly.

Women suggested that the iron have a large flat base through which the heat is evenly distributed—an iron with perfect balance and a comfortable handle that will make ironing less tiresome. Have your customer inspect the iron and note these qualities.

The beveled edge is an exclusive Westinghouse feature. It permits the user to look directly down on the work and makes the ironing of tucks and ruffles so easy.

In addition to all these features the beautiful finish and grace of line of the Type H Iron makes it an iron that will just fit women's needs.

Canadian Westinghouse Co.
Limited

Hamilton - Ontario

SALES OFFICES:

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

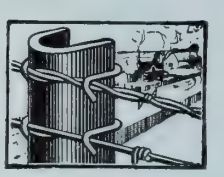
REPAIR SHOPS:

MONTREAL, 113 Dagenais St.
WINNIPEG, 158 Portage Ave. E.
TORONTO, 366 Adelaide W.
CALGARY, 316 3rd Ave. E.
VANCOUVER, 1090 Mainland St.

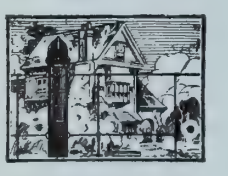
Farmers Are Buying Fence Posts With These Advantages

The laborious job of digging post holes is unnecessary with Burlington U-Bar Posts. You can drive a post a minute.

Burlington U-Bar Posts have the long life that makes permanent, satisfactory fences.



Your customers will find in Burlington U-Bar Posts strength that will stand any farm strain.



Burlington U-Bar Posts make neat ornamental fences. Just the thing for residential sections when used with top cap or top rail.

Long life, ease of erection, strength and sturdy, tight fences is what the farmer wants when he buys fence posts. It will pay you to handle just this kind of a post. Then you are selling satisfaction which means easier sales and repeat business.

Burlington U-Bar Fence Posts

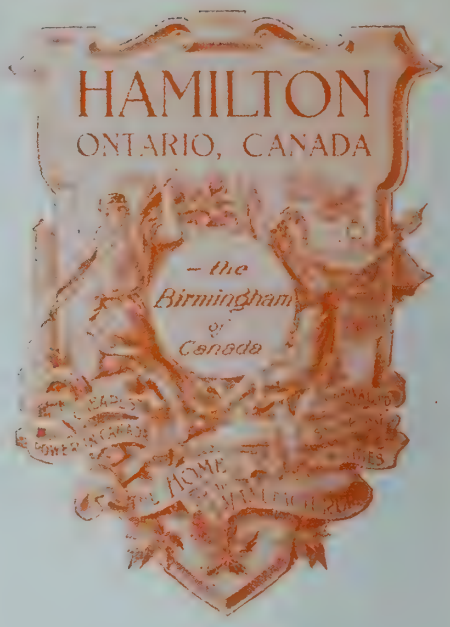
have all these features. They save time and labor in putting up fences. They last indefinitely. They make a strong tight fence. Used with ornamental top cap and rail they make an attractive fence for residential property.

Farmers know about Burlington U-Bar Fence Posts. They are advertised in the leading farm publications. Let us send you particulars of our dealer plan.

BURLINGTON STEEL CO., LIMITED

Sherman Ave. N.

HAMILTON — CANADA



How Modern Methods Reduce Costs

A description of the plant of the Burlington Steel Company, Limited of Hamilton, the largest steel fence post plant in Canada, shows how modern machinery helps to supply the farmer with a fence post that is strong, permanent and satisfactory. This plant has a capacity of several thousand tons of steel fence posts each month. It utilizes such appliances as five-ton electric cranes, pyrometer that registers temperature of the furnace three hundred yards away in the plant superintendent's office and several thousand horsepower of electrical energy. Raw material is utilized and handled so that none is wasted and there is no lost motion in the steps through which the raw steel goes before becoming a finished product. Such scientific methods make for economy.

When length of service and ease of erection are considered the price of steel posts is no more and often less than the price of an inferior wooden post. Another point in the manufacture of steel posts that insures the farmer getting full value is quantity production. A large organization has every facility for buying raw material at low cost and it is an obvious principle that turning out posts in large quantities lowers the price.

The best grade of raw material goes into these posts. The steel is stacked in large piles and handled by the huge cranes. The magnet on these cranes will lift more than three tons. They save the time and labor of a good many men. All the raw steel is tracked to the furnace on cars. This furnace affords another interesting example of economy in manufacture. It burns finely powdered coal. The coal goes through a pulverizer and is then blown into the furnace. So efficient is this system that every bit of coal is converted into heat there being not even any ashes left and not even a trace of smoke from the stack

From the furnace the steel is fed to the mill, and rolled in a U bar shape, the strongest known for the purpose. The red hot "U" bars shoot out from the mill in fiery red streaks to a series of hot beds where they cool. Later they are cut to length, then painted and finally bundled. The posts are now ready for shipment to the hardware, lumber and fence dealer and through him they reach the farmer and begin an indefinite period of service.

HAMILTON
ONTARIO, CANADA
— the Birmingham of Canada

How We Began

IN 1864, William Burrow, Charles Stewart and John Milne, as "Burrow, Stewart & Milne," began business on Caroline Street, Hamilton.

In 1868, land was purchased at Cannon and John Streets, and buildings erected in which to carry on the rapidly increasing business. These buildings were ready for occupation in November, 1871, forming the nucleus of the present large plant on Cannon, John and Hughson streets.

The founders of the business, all practical iron moulders, began as manufacturers of all kinds of grey iron castings, and put in a plant for the making of malleable castings. This part of the business developed rapidly and the factory became known as The Hamilton Malleable Iron Works, manufacturing Carriage and Saddlery Hardware, Curry Combs, etc.

Shortly after moving to the new premises the firm began to make Coal and Wood Cooking and Heating Stoves, and Jewel Stoves and Ranges soon became well known all over Canada.

In 1881 a disastrous fire occurred by which the firm suffered heavy loss, but being by that time fairly well established they were able to struggle along, and in a few years had fully recovered from the effects of that staggering blow.

Then the manufacture of Warm Air Furnaces, Registers, etc., was undertaken, and shortly afterwards another branch of manufacture—since grown to large proportions—was introduced; the making of all kinds of Gas Cooking and Heating Stoves, etc. The making of malleable iron goods was dropped. In 1895 additional buildings were erected on Cannon and Hughson Sts., almost doubling the size of the plant.

In 1898, when business had expanded to large dimensions the present joint stock company The Burrow, Stewart & Milne Company, Limited, was formed under Dominion Charter.

The Directors of the Company are Hon. John Milne, G. Russell Stewart, Charles K. Milne, Edward W. Burrow, and Albert E. Hampson.

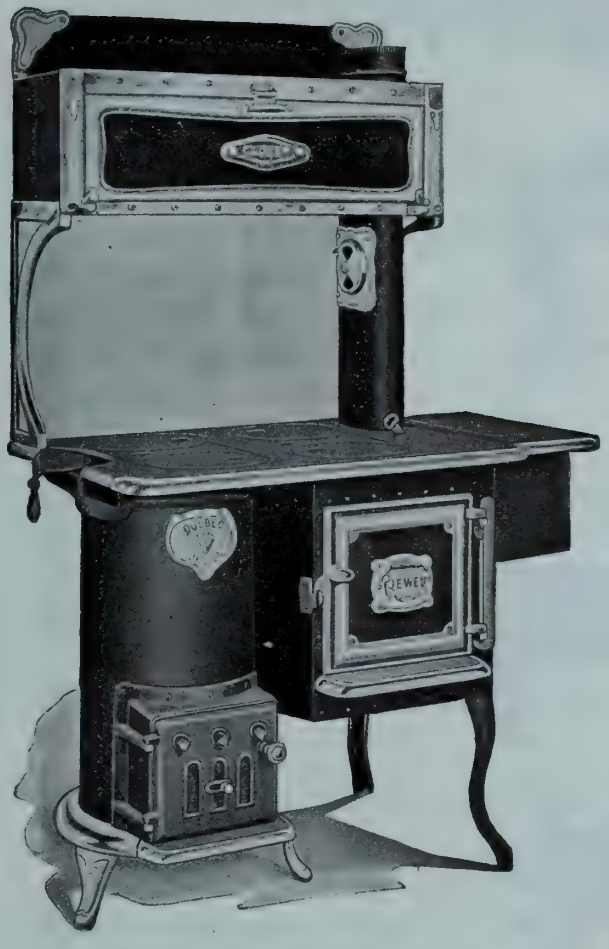
The Officers are as follows:

President and Manager—Hon. John Milne.

Vice-President—Charles K. Milne.

Secretary and Treasurer— G. Russell Stewart.

The New Quebec Jewel



A complete cooking and heating apparatus combined, designed to meet the requirements of small families. Neat in appearance, durably constructed, and a perfectly satisfactory cooking range, as well as a splendid indirect draft heater.

Can be supplied with or without reservoir or high warming closet, or with water front suitable to attach to range boiler.

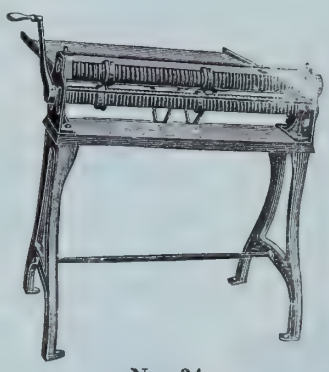
The Quebec Jewel has a large top cooking surface which has four pot holes, large oven, spacious ashpit with suitable ashpan, heavy brick lining, and is equipped with revolving grates. This is in all a well designed stove, neatly finished and a fully guaranteed cooking appliance at a moderate price.

Write us for Circulars

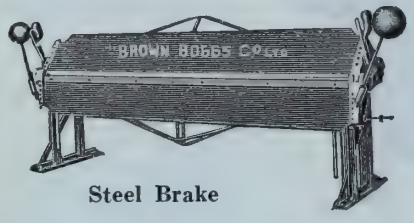
The Burrow, Stewart & Milne Co. Ltd.

Hamilton, - Ontario

Keen Competition of 1922 Requires B. B. Tool Efficiency



No. 34
Cornice Makers' Rotary Slitting Shears



Steel Brake

Foot Squaring Shear

It is widely predicted that 1922 will be a year of extremely keen competition and there is every reason to believe these predictions sound.

One great factor in the tinsmith overcoming this competition will be the installation of UP-TO-DATE B. B. TOOLS. By making up your own Eavestrough, Sky-Lights, Gutters, Furnace Pipe, etc., you cut your costs considerable, as the spread between sheets and finished products is still very much out of line. It is, therefore, only reasonable to expect that a tinsmith making up his own material is going to underquote the one who has to buy all his.

Get Our Latest Catalogue

The Brown, Boggs Company, Limited

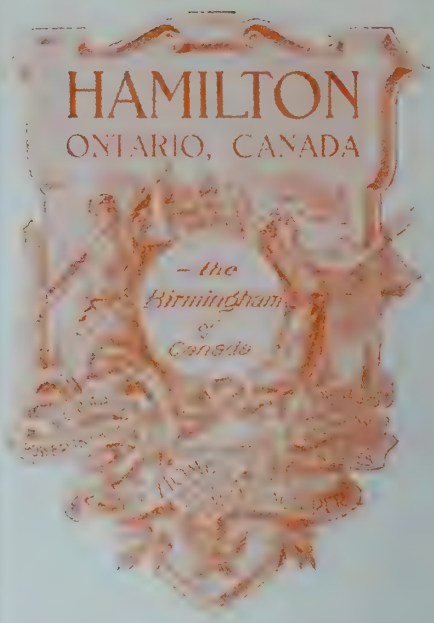
HAMILTON, CANADA

Manufacturers of

Tinsmiths' and Heavy Sheet Metal Working Machinery
Canning and Evaporating Machinery

Western Representatives:

BISSETT & WEBB LIMITED, Winnipeg, Man.



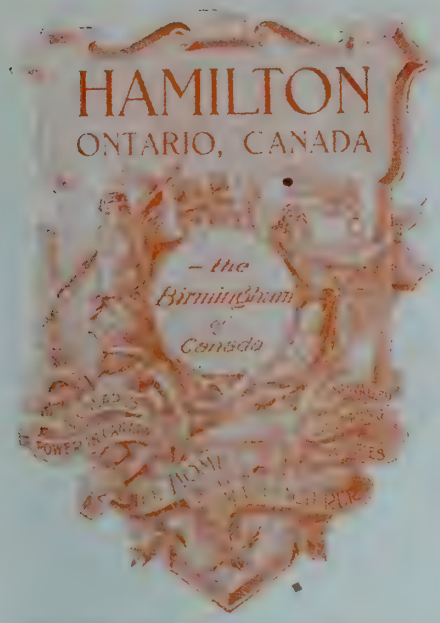
THE Brown, Boggs Company's tinsmith and sheet metal working tools have been before and in the service of the Canadian trade for forty years and to-day you will find B. B. Tools in almost every tinshop in Canada.

In that forty years we have continually improved our product to keep up with the progressive period that Canada has enjoyed, and the many testimonials we receive from time to time from customers acknowledging the superiority of our tools, leads us to believe our efforts have been successful.

The same principle is behind our business to-day that was there at its inception and that is—the most modern tool at the lowest price, consistent with quality backed up by a guarantee of absolute satisfactory service.

An order placed with us is not considered filled when the goods are shipped and paid for. The customer must be satisfied before the transaction is considered closed.

To you, who have not done business with us, we can only say—let's get together. We can supply the tools if you will give us the opportunity.



Hamilton Manufacturer Confident of Good Business in 1922

That manufacturers in the farm field have every confidence in the purchasing power of the farmer and his intention to buy during the coming year is clearly evident from a survey of the premises of the Banwell-Hoxie Wire Fence Company, Limited.

Many dealers who attended the recent Hardware Convention in Hamilton and inspected the plant on Lottridge Street where Peerless Fences and Gates are made were deeply impressed by the amount of fencing the company has ready to take care of 1922 orders. About three acres of storage space provides accommodation for more than thirty styles, each of which is made in rolls of three different sizes, thus the necessity of a hundred distinct piles, one of which, a mountain of Peerless Poultry Fence provided for domestic and export orders, measured 25 feet in height from the railway track where the cars were standing ready for loading.

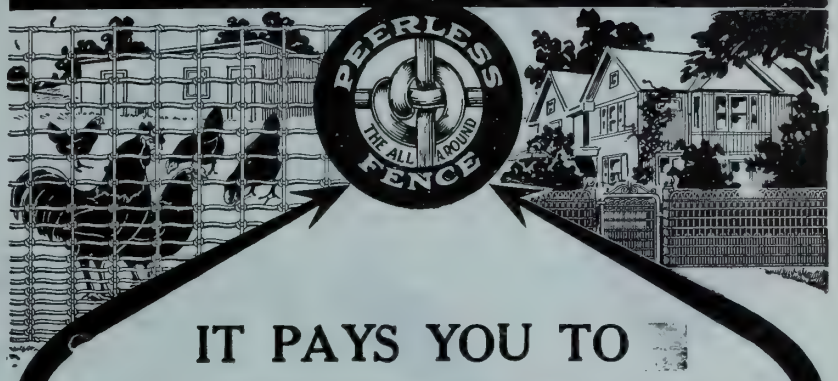
It certainly indicates a good season when a well-established company like Banwell-Hoxie make sales plans of this magnitude. In the last seven years their business has increased one hundred per cent. It extends from coast to coast and includes a nice volume of export business.

A splendid reputation for service has been built up through an efficient system of handling orders. In anticipation of a substantial increase in business in 1922 a large sum of money has been spent in depressing the railway sidings on both sides of the property and in building permanent loading docks on the same level as the fence is piled.

With these new arrangements for loading cars out to three railways and the steamship lines the company expects to handle an increased volume of business and at the same time improve the service to its patrons.

Three attractive signs displayed at the Convention featured Peerless Dealer Service for 1922. In one of these pictures, "The Age of Steel," is exemplified by Peerless Fences. This is sure to attract business to the dealer's store. Signs are provided with the dealer's imprint and this is also done with literature and other sales helps for Peerless dealers.

PEERLESS FENCES
Stand Every Test



IT PAYS YOU TO SELL PEERLESS QUALITY

IT pays you to handle PEERLESS, a quality fence. We absolutely stand back of every rod you sell. You are sure of satisfied customers and future business. With the complete Peerless line you have a fence for every need.

Peerless Farm Fence

Strong enough to withstand any strain demanded. Endued with long life because heavily galvanized. Locked with the same weight wire as the strands themselves. A complete range of heights and styles.

Peerless Poultry Fence

Peerless Poultry Fence supplies the increasing demands of Poultry Breeders. Made in any height, from three to eight feet. Heavier than netting and less expensive.

Peerless Ornamental Fence

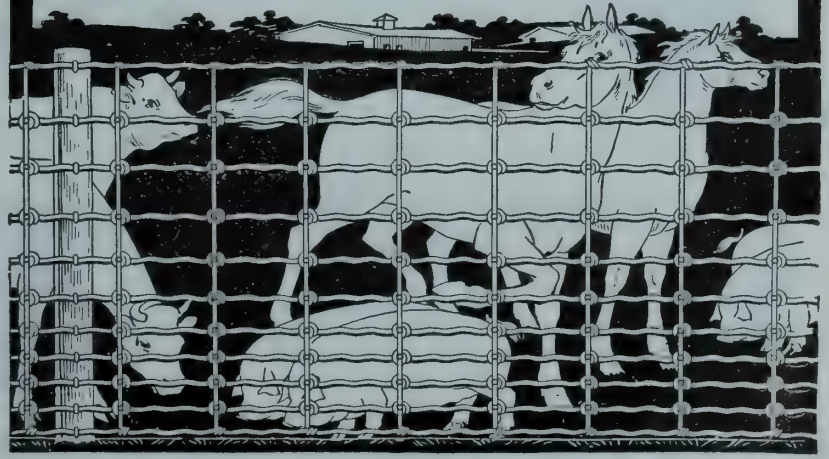
Appeals to every farmer or home owner who really wants to improve his property and have an attractive residence. Made now in seven styles. Any height up to six feet and in three finishes, galvanized, green or white. A postal brings you our new booklet.

Peerless Dealer Service

We were pleased to see so many of our hardware friends at the convention. To those dealers who did not have an opportunity of meeting a Peerless salesman, we will gladly arrange for an interview at your own store to discuss our sales service. Be prepared for spring business.

THE BANWELL-HOXIE WIRE FENCE CO., LIMITED

Hamilton, Ontario Winnipeg, Manitoba



Standard More Than a Half Century

MEAKINS Brushes are unsurpassed in workmanship, material and service.

Since 1852—more than half a century ago—they have been a standard of brush-making in Canada. "As good as a Meakins Brush" has been the argument to sell the obscure lines of brushes.

The prestige and good reputation borne by Meakins Brushes makes them easy to sell. This enables the merchant to do more business and to enjoy a greater turnover.

The Meakins Catalogue for 1922 will suggest many profitable opportunities for live hardwaremen to prosper.

Meakins & Sons

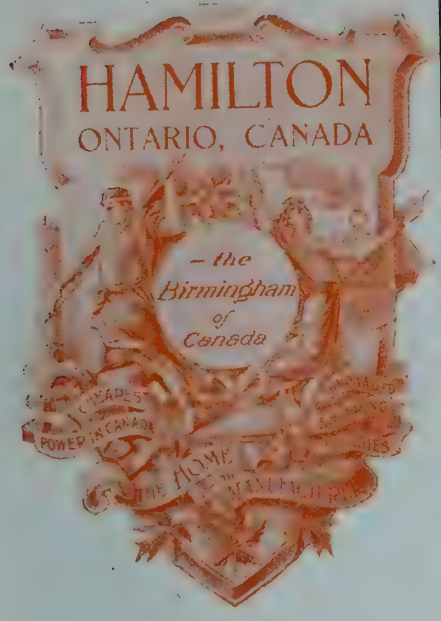
LIMITED

Hamilton, Ont.

Warehouses:

Winnipeg London Toronto Montreal Vancouver
Pilkington Bros., Calgary, Alta.

MEAKINS & SONS, Ltd., moved to Hamilton from Montreal in 1851 and commenced business in Hamilton in January, 1852. Since 1832 they had been established in Montreal under the name of Reid & Meakins. Meakins & Sons originally made furniture and brushes, but gradually went out of the furniture business and continued the brush manufacturing business. The firm moved from Montreal in 1851 because they considered Hamilton would become eventually one of the best distributing points in Western Ontario, which was then opening up rapidly. The Great Western Railway was being put through in 1851 from Niagara Falls to Detroit River and shipping facilities, both by water and rail, from Hamilton were better than from other cities. The firm of Meakins & Sons have therefore seen the City of Hamilton grow from a town of less than 20,000 up to its present size and have never regretted moving West from Montreal.



The Possibilities of a Chi-Namel Agency

TO SELL merchandise it is not only necessary to get a customer, it is also necessary to have a profitable and saleable line.

The quality of Chi-Namel insures its saleability, because it gives satisfaction. It is acknowledged to be the most exclusive line of the Paint and Varnish industry, and Chi-Namel Varnishes are well known as the original Water-proof, Hammer-proof and Heel-proof finishes. The Chi-Namel line, also, carries with it a Graining System which is not only one of the best selling features of the Paint and Varnish industry because of the fact that it reproduces from old discolored wood a beautiful natural, hardwood finish, but it is also an exclusive Chi-Namel feature of which Chi-Namel dealers have exclusive selling rights.

These features, coupled with the wonderful advertising displays and local sales helps that we are giving our dealers, attract customers as will no other article of merchandise. Our publicity efforts are devoted entirely for the benefit of the dealer and are worked out so that he receives as nearly 100 per cent. results as it is possible to obtain.

The Chi-Namel line sells all the year round. To enjoy a steady business during the dull seasons gives the dealer an additional profit, not only from Chi-Namel, but through the sale of other merchandise to customers attracted by Chi-Namel publicity.

But the greatest feature of a Chi-Namel product is the satisfaction it gives. Every customer a dealer sells is a satisfied customer. Chi-Namel quality insures both satisfied Dealers and satisfied Consumers.

A line of this kind surely helps to build better and bigger business, which means prosperity for all.

ASK A CHI-NAMEL AGENT

Chi-Namel

means—
Quality, Satisfaction and Profits

A Chi-Namel Dealer is a Successful Hardware Merchant because His Customers are Satisfied.

Chi-Namel Quality has insured their Satisfaction.

This Satisfaction means "repeat" business, greater sales and consequently greater Profits for the Dealer.

Chi-Namel "*Profit-Making*" Products

-: ***The Line is Complete in Every Detail*** :-

Architectural Varnishes
Natural and Colour Varnishes
Auto and Carriage Colour Varnishes
Chi-Namel "Ready-to-Use" Graining System
"Everwhite" and Coloured Enamels
Dull Wall Enamels
Stove Pipe and Screen Enamels
Gold and Aluminum Bronze

MADE IN CANADA
By

OHIO VARNISH COMPANY
Limited

Biggar Avenue and Lottridge Street
HAMILTON - ONTARIO

GLASS

Importers of

Plate Glass — Window Glass
Fancy Glass — Factory Glass

We carry the new LIBBEY OWENS' flat drawn Sheet Glass.

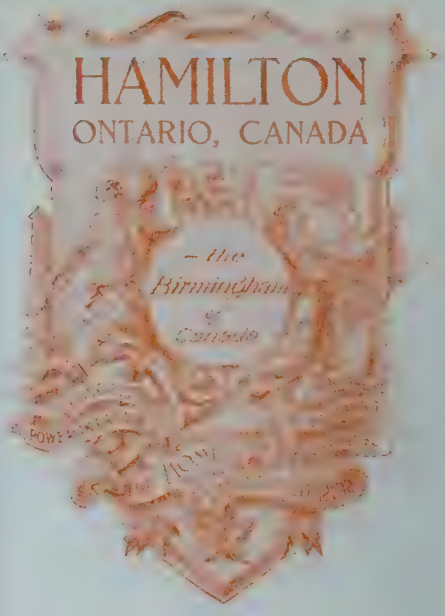
Manufacturers of

Mirrors, Leaded Glass, Prismatic Tiles for Store Fronts, Bevelled Art Glass.

Delegates are welcome to our Show rooms at 112 King Street West.

Ontario Plate Glass Ltd.

HAMILTON :-: ONTARIO



A Real Welcome to Hamilton

TO OUR many out-of-town customers, the ONTARIO PLATE GLASS LIMITED offers through this medium a real welcome to Hamilton.

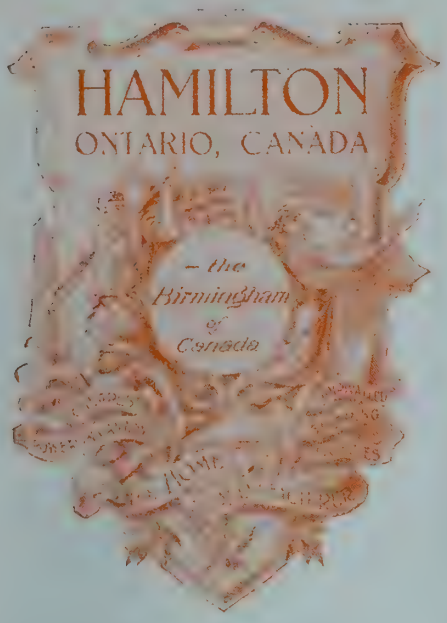
During your visit to our city we will be most happy to meet you if it is only to say "HELLO."

Do not hesitate to call in and see us and we will try to make your visit one to be remembered.

We firmly believe that this convention will reveal to you, in some measure, a few of the more important features of business relationship.

It will provide the opportunity to renew your impressions of Hamilton's many advantages as a manufacturing city. Rail, radial and lake routes make Hamilton an ideal centre for all the opportunities of quick and easy ordering and prompt reliable shipping. Its growth in manufacturing and the indications of its bright future are of interest to every hardwareman who visits the convention.

If we do not see you all, take this advertisement as a delegate to shake you by the hand with a grip which means—Glad to see you.



A New Hamilton Industry

Making Springs Of All Kinds

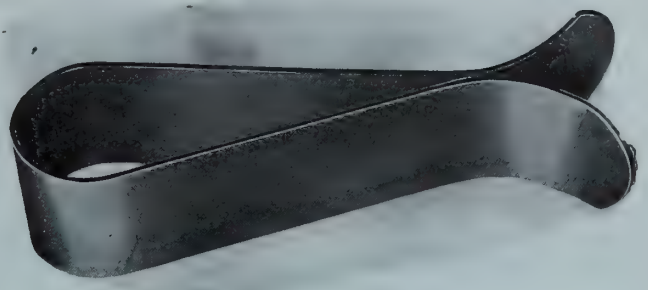
SINCE its inception in a small way at Bristol, Connecticut, in the year 1857, The Wallace Barnes Company has grown to be one of the foremost industries of its kind in America. The founder, Wallace Barnes, originally started manufacturing Flat Springs exclusively, but the growth of the business soon compelled other types to be added to the product until eventually the name Barnes became the synonym for quality in all types of springs.

Having developed a large export trade with Canada, and realizing the possibilities of this country from a manufacturing standpoint, the present head of the Wallace Barnes Company, Fuller F. Barnes—direct descendant of the original founder—decided to establish a completely equipped branch factory to meet the spring requirements of the Canadian Trade.

Truman M. Norton, having been with the parent plant at Bristol for over seventeen years, originally starting as an operative in a manufacturing department and working his way up through all the intricacies of spring manufacturing to an administrative position, was picked to take charge of the Canadian Factory now located at Hamilton, Ontario.

The new company—the Wallace Barnes Co., Limited—is now in operation, fully equipped and prepared to manufacture high grade springs, including Flat Coiled and Special Flat types, and springs of all descriptions made from phosphor bronze, brass and tempered steel wire.

Special features of this company are the hardening and tempering furnaces which are the very best of their kind in the country and it is the firm intention of all the staff that the name "Barnes" shall continue to represent quality in springs in the future as it has in the past.



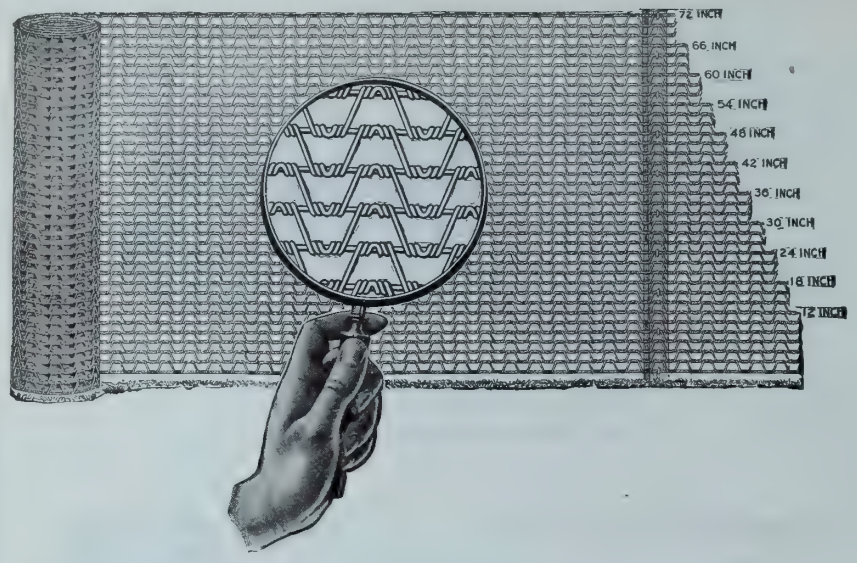
Specialists In High Grade Springs

Dealers In Spring Steel Phosphor Bronze Brass and Steel Wire

THE WALLACE BARNES CO. LIMITED
WIRE
BARNES CANADIAN SPRINGS
STEEL
HAMILTON, ONTARIO
CANADA

The Wallace Barnes Company, Limited

Main St. West, Hamilton, Ontario



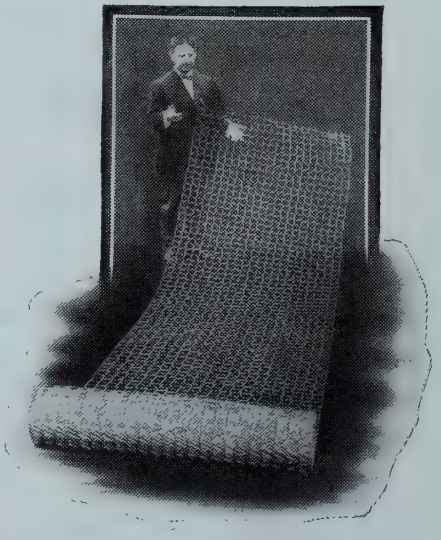
WHY YOUR CUSTOMERS LIKE LAY-FLAT POULTRY FENCE

Greening's Lay-Flat Poultry Fence unrolls straight and even. There is no twisting or buckling. It is easy to put up, stretches perfectly and stays in shape. These are features that anyone who has fussed with old-style netting will quickly appreciate.

You can sell Greening's Lay-Flat Poultry Fence for other purposes also. It's just the thing for tennis courts, athletic grounds, trellises, tool room partitions, etc. And the lay-flat feature makes this fence take up less than half the space required by ordinary netting in your store room.

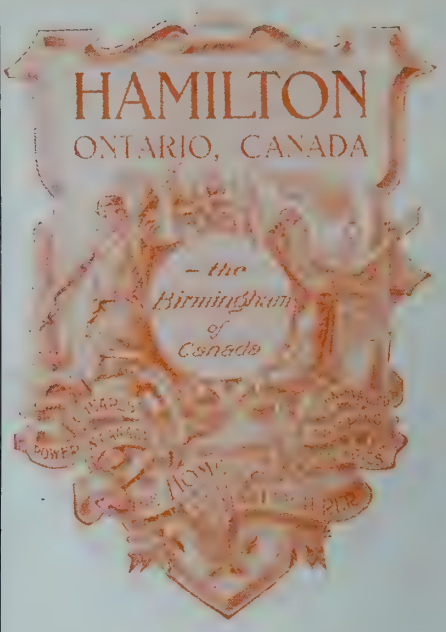
Because of the large profits in poultry raising, more people are going in for it to-day than ever before. With Greening's Lay-Flat Poultry Fence you can sell your customers service and satisfaction.

A store demonstration that convinces. Note how Lay-Flat Poultry Fence unrolls straight and even.



B. GREENING WIRE CO. LIMITED

HAMILTON CANADA



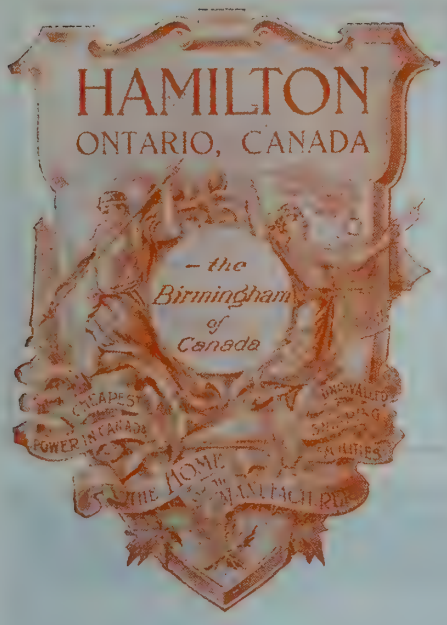
A New and Better Idea in Poultry Fences

EVERYONE who has used or handled poultry netting has wanted a better poultry fence. They have been asking for one that will not buckle, bag nor sag, that requires no top rails or base boards and is built like a regular farm fence, that does not have to be stretched crosswise, lengthwise and every other way and then nailed to position and that will be easy to put up, not too expensive and give good service.

A poultry fence that meets these requirements has been developed by the B. Greening Wire Co., Ltd., an old-established manufacturer of wire rope and wire screens in Hamilton. Double reinforced hinged joints makes the fence stiff and rigid and yet elastic. Parallel wires every two inches, with mesh wires tieing parallel wires together, gives great strength. It is galvanized before weaving. The closeness and strength of the mesh gives absolute protection. The openings are so small that no one can get a foothold to climb the fence, and it is difficult for small animals to get through it.

This fence lacks none in appearance. In fact, it is handsome enough to be used around tennis courts for trellises, in conjunction with the finest homes.

It speaks well for the enterprise of this Canadian organization to be able to introduce and develop a poultry fence so far superior to the old style of netting.



The Soliloquy of Ace Chain

To be only an infant industry or to grow rapidly through practicing the square deal, first, last, and all the time—there *is* no question!

I, the genuine guaranteed ACE non-skid tire chain for automobiles, am in the market—well, to prevent good Canadians from slipping or skidding away from the rapidly approaching good times, now apparent, and sure to come, because Canada is too good a country to be otherwise than in the front rank of recovery from war-time effects.

I am manufactured of Canadian materials by Canadian labor, in the Canadian manufacturing hub of Hamilton, which has all the advantages of any other manufacturing city in Canada, coupled with additional advantages that attract industries and insure advantageous manufacturing costs.

I appear here because I want to meet the hardware people and urge them to ask the boss about me.

He will show them how to build up a mutually agreeable and beneficial business in non-skid chains, with me as the foundation.

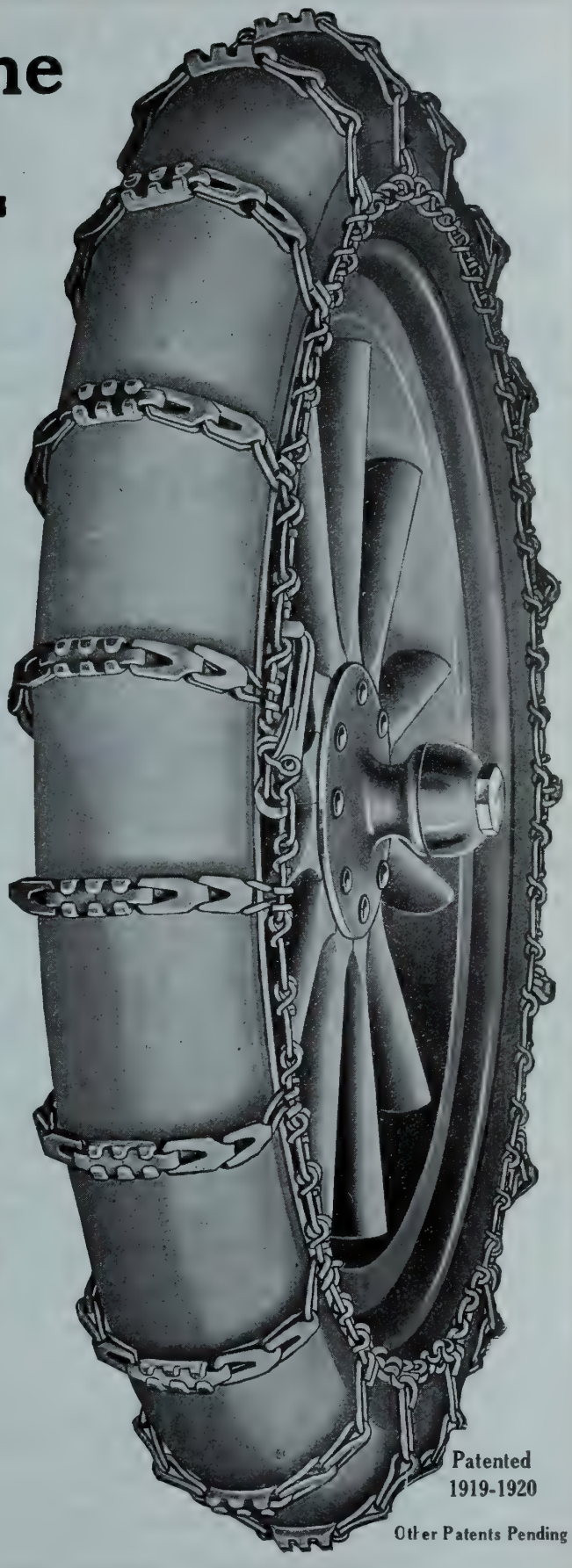
Genuine ACE

Security
Service
Satisfaction

Scientifically Constructed

The result of 18 years' study, experiment and test

Guaranteed



ACE CHAIN

Limited

Hamilton

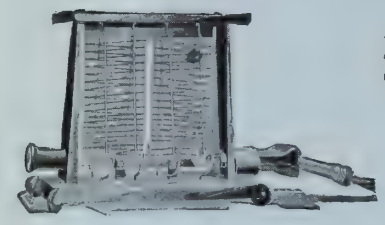
Ontario

Patented 1919-1920

Other Patents Pending

"Patronize Home Industry"

EQUATOR The Dependable Line



Upright
Toaster
Catalogue No. A8.

Toaster Stove
Cat. No. A3.

Glower
Heater
Cat. No. A7.

EQUATOR MANUFACTURING CO., LTD. HAMILTON, CANADA

Arctic Anti-Freeze

Is not an experiment but the old reliable Anti-Freeze solution, which has given such satisfaction for the past ten years—It is made from the best ingredients known for the purpose and contains no chemicals which will injure your car in any way—It is put up in barrels, half barrels, five and one gallon cans—

Good proposition to jobbers—

Manufactured only by—

THE COMMERCIAL OIL COMPANY, Limited

420 Jackson St. West Hamilton, Ont.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

IF YOUR MESSAGE TO THE TRADE

is advertised in Hardware and Metal it goes by paid subscription to every wholesale hardware buyer in Canada and over 90% of the retailers. An examination of hardware-store displays, or inquiries in the stores, will convince you that these men invariably prefer to buy goods made familiar in the advertising pages of Canada's only weekly hardware trade paper.

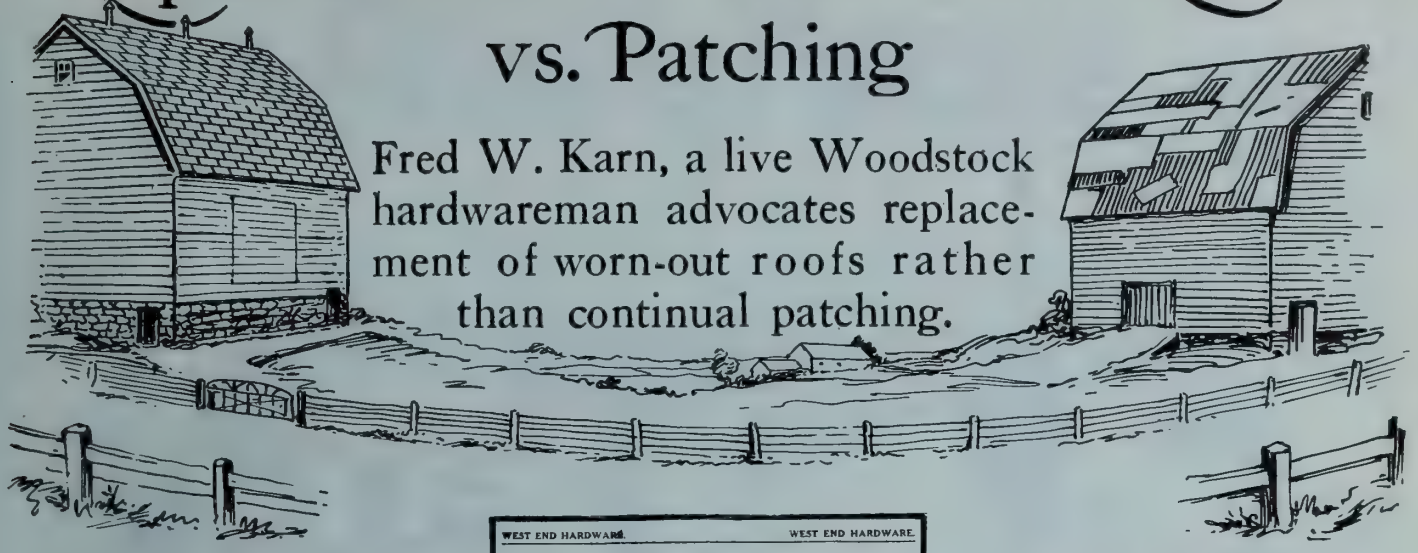
HARDWARE and METAL

"Canada's National Hardware Weekly"

143-153 University Avenue - Toronto, Canada

Montreal Branch, Southam Bldg. Winnipeg Branch, Union Trust Bldg.

Replacement of Worn-out Roofs vs. Patching



Fred W. Karn, a live Woodstock hardwareman advocates replacement of worn-out roofs rather than continual patching.

The Sale of Bird's Roofing in Woodstock

In the prosperous town of Woodstock, Mr. F. W. Karn has built up a very successful business in the sale of Bird's roofing. Oxford county, of which Woodstock is the county seat, is noted for its fine farms and farm buildings and Mr. Karn makes it his business to keep in close touch with the consumer by featuring in his local advertising, the kinds of roofing that are best adapted for the class of building throughout the county.

It might be mentioned here that Mr. Karn has increased his newspaper space in order that more descriptive and illustrative cuts may be used. The Karn idea of advertising is illustrated in the accompanying advertisement featuring Bird's Paroid Roofing, Asphalt Twin Shingles and Wallboard. Prices are quoted in most cases and consumers are advised to consult his Roofing Department for quotations on the finished job.

Beside the generous use of newspaper advertising space Mr. Karn has a fine mailing list which he uses in sending out manufacturers' literature and personal letters.

WEST END HARDWARE. WEST END HARDWARE.

Paroid Roofing, Wall Board and Asphalt Twin Shingles

We have just received a carload of Roofing, Asphalt Twin Shingles and Wallboard We keep a large assortment of roofing, of the very best quality, also the cheaper kinds Our prices have all been adjusted and marked down to present market prices. We can give you some very interesting prices on large quantities.

NEPONSET PAROID ROOFING

PAROID ROOFING
Paroid Roofing, the best on the market. The roofing that has stood the test for 20 years, 108 square feet in each roll, with cement and nails to put it on.
Paroid Roofing, per sq. $4.00
Paroid Roofing, heavy, per square $4.75
Paroid Slate Surface, 36 in., per square $5.00
Paroid Slate Surface, 18 in., per square $5.50
Canadian Rubber Roofing, per square $2.75

ASPHALT TWIN SHINGLES
Two Shingles in one, laid 4 inches to the weather. 185 lbs and 250 lbs per square.
Canadian Twin Shingles, per square $9.00
Neponset Twin Shingles, per square $12.00

NEPONSET WALL BOARD
This is one of the best wall boards on the market. We keep it in the oak and plain finish Can be used for walls or ceilings and makes a very attractive finish.
Wall Board, oak finish, per 100 ft. $6.00
Wall Board, plain finish, per 100 ft. $5.80

ASPHALT FELT.
Just the material for lining a building to keep out dampness and cold. Put up in rolls of 480 square feet.
Asphalt Felt, 10 lbs per sq $3.25 per roll.
Asphalt Felt, 15 lb per sq $4.80 per roll.

BLACK WATERPROOF PAPER
Specified by all architects to be used under Hard Wood Flooring, to keep out dampness. Put up in rolls of 500 square feet.
Black Waterproof Papers, per roll $6.00

ART CRAFT ROOF RIGHT OVER THE OLD SHINGLES RED OR GREEN
Don't tear off the old shingle roof
Have an Art Craft Roof applied right over the shingles The finished job will more than please you Put on by an experienced roofer

Let Our Roofer Give You a Price On Your Job

FRED. W. KARN
NEXT DOOR TO POOLE'S GROCERY.

A Sample Roofing ad. used by Fred W. Karn, Woodstock, in local newspapers. Mr. Karn is a believer in the use of good illustrations.

Less Patching, More Replacement

The increasing value of real estate, Mr. Karn says, makes protection and conservation most desirable and while patching of roofs is better than allowing them to go from bad to worse, he maintains that it is not only desirable but more economical in the end to replace the old roof than to be continually patching it.

Personal Follow-Up

The personal follow-up is a feature of the F. W. Karn business. When he learns of any building that is contemplated, a letter is sent to the builder, personally. This is followed up with a call, which he claims is the only way to get the maximum business. Mr. Karn is an advocate of the "full-spoke wheel" in business getting.

and Territory Shows Steady Increase

Bird & Son Limited, the manufacturers of Bird's roofing, spare no effort to educate the dealer's salesmen how best to sell roofing, no matter what the type of building may be.

Bird & Son Limited back up their distributors by supplying all sorts of selling helps; such as, follow-ups, personal letters to prospects, free electros, and advertising suggestions. This all helps to sell roofing and has accomplished a great deal for Mr. Karn who has steadily increased the roofing department of his business.

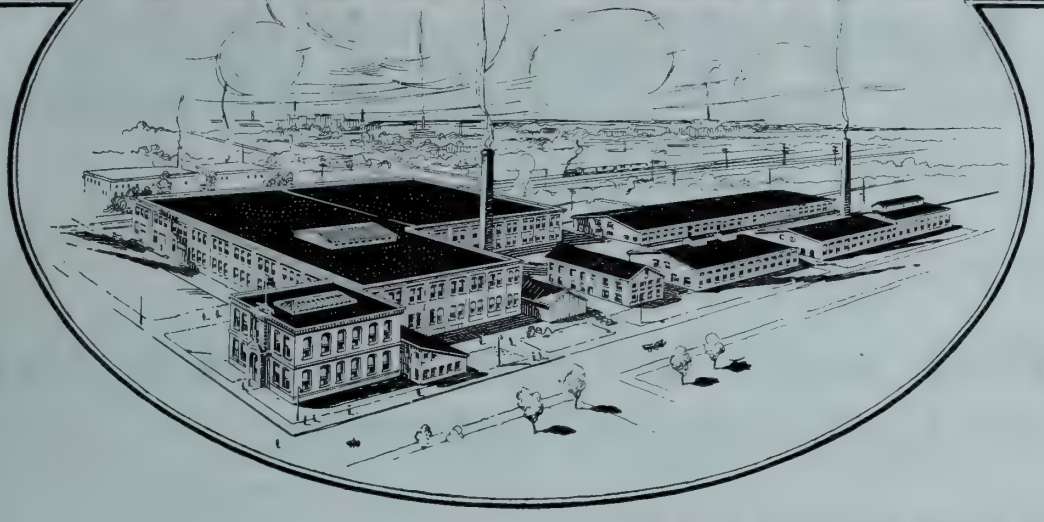
Into a million homes

through leading newspapers, magazines and farm papers goes this aggressive advertising campaign filled with sound reasons why the farmer can afford Frost Fence this year—why he cannot afford to wait, and why Frost Fence, and no other kind, is the only fence he can afford to have. Note also the Poultry ads. and the Lawn Fence ads. that will help to boost your town trade in fence.

Frost Steel and Wire Co., Limited

Hamilton, Canada

The HOME of **Frost Fence** Hamilton, Canada



The Factory That Frost Fence Quality Built

From a little 30 x 50 ft. building to the present large plant, the Frost business has been extended through the efforts of the men who have grown up with the Frost organization from its birth in 1898.

More Frost Fence is sold in Canada than any other kind of wire fence. Nothing but better fence than anybody else could make could have won us this distinction.

We designed and built in our own plant, the special machines that weave Frost Fence so perfectly and evenly that it is easier than any other fence to erect and keep in order. In the same operation every joint is secured once-for-all by the patented Frost Hold-Tight Lock.

The wire in Frost Fence is different. It is drawn, annealed and galvanized in our own plant by our own special and extended processes by which it is given precisely the correct pliancy and toughness to stand up for years longer than any other wire fence.

The Frost organization is one of mutual helpfulness between manufacturer and dealer—not the ordinary "co-operation" but aggressive helpfulness that really aids the dealer to sell more fence. You can be part of this organization if you are located where there is no Frost dealer.

Write Us

Frost Steel & Wire Company, Limited
Hamilton, Ont.

Manufacturers of: Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies.

Write for Catalogue.

Frost Steel and Wire Company, Limited Optimistic for 1922

During the Convention many hardware men visited the Frost Steel and Wire Company, Limited, at their modern factory in Hamilton.

If every hardware dealer could visit the factories in which his lines are made there would be more hardware sold. Enthusiasm and intimate knowledge of the processes of manufacture are potent sales factors.

Every operation of fence and wire making from the raw material to the finished product is performed in the Frost plant, thus enabling the Frost people to control the quality of their product in every respect. Every hardware man who wants a liberal education in wire should visit the Frost factory where the management see that he feels "at home."

Complex annealing processes give Frost wire the precise degree of pliancy and toughness that adds years to the life of Frost Fence amid the tough weather conditions that any fence has to withstand in the Canadian climate.

The fence weaving machines in the Frost factory are unique, having been designed and built by the Frost staff. Not the least engaging feature is the tieing of the famous Frost Hold-tight Knot, or lock, which holds every joint in Frost Fence once-for-all, and never lets the fence get out of shape. This feature of the machine is almost human in its ingenious method of tieing the knot.

The Frost organization carries the same high standards into the manufacture of wire for many purposes—including galvanized and bright wire, hay wire and bale ties, galvanized gates and manufacturers' Wire supplies; also farm, factory and ornamental lawn fences.

Wire making and fence weaving are processes full of real interest to the visitor who takes advantage of the Frost Steel and Wire Company's cordial invitation to visit their plant.

A PIECE OF TABLE-WARE *may* be solid silver without the "sterling" stamp, the accepted "Hall Mark" of quality.

But you don't know.

A Bank might be honest and efficient without Government inspection.

But you don't know.

A business concern may be absolutely responsible without a commercial rating.

But you don't know.

A publication may have the circulation it claims without verification by the Audit Bureau of Circulations.

But you don't know.

Better be sure.

The circulation of Hardware and Metal is verified by the A. B. C. Hardware and Metal is the only Hardware publication in Canada that will supply an A. B. C. Audit.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. FEBRUARY 18, 1922 No. 7

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The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. L. Southall, Managing Editor.
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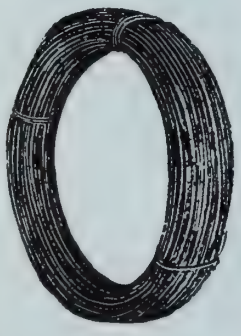

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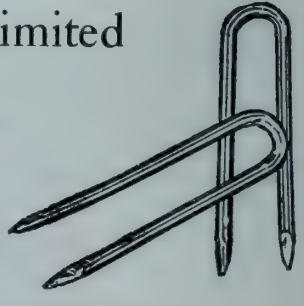
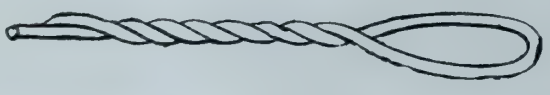




Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV FEBRUARY 18, 1922 No. 7

Lively Discussion at The Convention

Opportunity Taken Advantage of by Retailers at 17th Annual Convention Ontario Retail Hardware Ass'n. in Hamilton, Ont., to Discuss Wide Range of Topics Made Important by Ever-Changing Conditions

By Staff Representative Hardware and Metal

THE many and varied problems which have confronted the hardware trade in the past year provided an unique opportunity for lively discussion at the 17th annual convention, Ontario Retail Hardware Assn., held in Hamilton, Ont., on February 14, 15, 16 and 17, and advantage was taken of every opportunity to set forth views and decide on the best policy to be followed in meeting to-day's changing conditions.

A feature of this year's convention was the community singing of the delegates at the opening of each morning session, and this was indulged in with vigor. President Nelson Mills, Hamilton, Ont., occupied the chair, and after some fitting remarks of invocation from Rev. Dr. W. H. Sedgewick, delivered his annual address in which he outlined considerable progress in the association's affairs during the year past.

In extending a civic welcome, Mayor Coppley spoke with understanding and sympathy of the problems faced by the hardware trade, pointing out that this line of business should be one of the first to recover from the depression and that it represented one of the most important links in the industrial system of the country, as well as a leader in commercial activity.

An Interesting Session

Ed. Wanless, Chatham, Ont., led a spirited discussion on a number of interesting subjects in connection with the Question Box, as outlined elsewhere in this issue, and many helpful pointers were secured.

Following his address on the subject of maintaining established resale prices on well advertised products, as reproduced elsewhere in this issue, H. J. Haire, The Alabastine Co., Paris, Ont., stated in regard to the Sales Tax, that if any suggestion could be made to the manufacturers whereby this tax could be added to the price of the goods and thereby give the dealer his fair profit, he thought they would be only too glad to consider it.

Much interest was taken in the following address by L. R. Green, Advertising Manager, Tucketts Ltd., Hamilton a former hardware merchant and for some time Advertising Manager of the Sherwin-Williams Company, Cleveland. Mr. Green's address, which is outlined fully elsewhere in this issue, dealt with some problems of importance to the trade and full advantage was taken of the period for discussion which followed.

After completing his address, Mr. Green outlined a plan which had been used successfully in a hardware business for getting a list of prospects for building supplies, etc. This had been to advertise a pocket knife for boys and a pair of scissors to the girl who sent in a list of people whom they knew were going to build in the Spring. A splendid list was received which, when followed up, resulted in some good business.

Advertising Expenditure

Replying to a question as to the percentage of sales to be spent on advertising, Mr. Green stated that as high as 5% is spent by some firms, but that he thought was pretty high. The average was between 2% and 3%.

Replying to another question, he stated that a stated amount should be laid aside each year for advertising, probably based on the amount of business done in the previous year.

Mr. Green was against the use of program advertising, pointing out that much of this advertising is solicited to secure funds for some charitable use, and that it would be better to go to the institution needing the money and give them say $2 which would be their share of revenue from an ad which might sell for $10 having in mind printers' costs.

The use of calendar advertising for general publicity he thought to be effective, and in reply to an enquiry as to whether an attractive picture without a calendar would not serve the purpose as well, pointed out that it was a question of utility, that if a person was deluged with calendars, the most attractive one would be retained.

President Mills state that he used newspapers, yard sticks and thermometers for advertising, that a budget was made in January and 3% of sales laid aside for advertising. He thought the average spent on advertising by Canadian hardware merchants to be more nearly 1%.

Before adjourning the first morning session a Resolution Committee was appointed, consisting of the following:—R. Hawkins, Smiths Falls; D. K. Clark, Hamilton; W. Hanna, Pt. Carling; J. McGregor, Caledonia.

Keen Interest in Exhibits

The Exhibit Hall at the Armories was the centre of attraction during the afternoons and evenings, much the largest representation of exhibitors being on hand with attractively arranged booths. There were 99 booths in all and each one contained exhibits of interest to hardware merchants. Advantage was also taken of the opportunity of renewing acquaintances among all branches of the trade. An orchestra provided music to help along the social spirit. During the afternoons, only merchants and ladies accompanying them

were admitted to the Exhibition, the general public being admitted at the evening sessions.

Judging from opinions expressed to Hardware and Metal by exhibitors, much more enthusiasm and confidence was displayed by retailers this year than before, and the results were therefore much better. Some manufacturers reported more enquiries and larger bookings on the first day of the convention than during the whole of previous conventions.

After the discussion of the several interesting topics brought up in the Question Box of the second day's session, the reports of the treasurer and secretary were presented, and many favorable comments were heard concerning the excellent financial standing of the organization.

Much interest was taken in the financial aspects of the situation, particularly in so far as relations between the banker and the retailer was concerned as outlined by J. P. Bell general manager, Bank of Hamilton. This address and the officers' reports are given elsewhere.

Following the address by C. L. Clarke, Winnipeg, manager Canadian Hardware & Implement Underwriters, on mutual fire insurance, a number of questions were asked to which Mr. Clarke made reply.

One retailer asked what amount the policy holder would be held liable for if the company could not pay its losses. The answer was, only for one additional premium.

Replying to another question, Mr. Clarke pointed out that a hardware store would have to be in very bad shape when they would not insure it, as the rate was set to take care of all classes of risks.

F. B. Smith, Belleville, confirmed Mr. Clark's statements regarding paying a 50% dividend to policy holders, after collecting the regular board rate for insurance, he having received notice of a credit of $57.25 on an insurance premium paid of $114.50, this going to reduce the following year's premium unless otherwise arranged.

H. N. Joy who has had some hardware experience in the Northern Ontario stated that he would like to see merchants in that district get the advantage of the mutual fire insurance, but he also warned the company concerning the great danger from fire in that district.

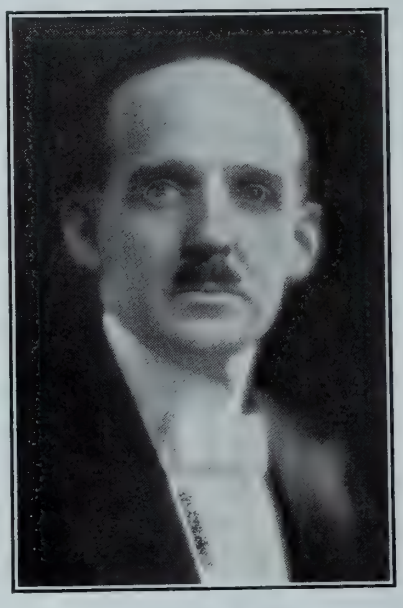
Answering a question as to the largest policy written on one risk, Mr. Clarke pointed out that this was $80,000.

If the company's loss had been 100% last year, it would have necessitated paying out five million dollars in Canada. This would be most improbable to occur, but Mr. Clarke stated that if it did, a special assessment would be made on policy holders in both Canada and the United States to pay it.

The delegates followed with much interest the address by F. J. Penberthy, vice-president and managing director Lowe Bros. Co., Toronto, as outlined elsewhere in this issue. Following this address Mr. Penberthy gave some very helpful suggestions concerning group selling, pointing out that this was one of the most effective means of stimulating trade.

Illustrating this point Mr. Penberthy stated that he had sent to a hardware store for a pair of storm door hinges, and no attempt was made by the salesman to sell him a thumb latch or other items necessary on the storm door.

Another suggestion whereby a sale of 5 cents might be increased to one of 40 cents was in connection with putty, which does not dry out and become loose if a prime coat of paint is put on the sash. In addition a putty knife and other requirements might be mentioned.



GEO. E. MAY

Of West Toronto, who was elected as President of the Ontario Retail Hardware Ass'n. for 1922.

Then in connection with ordinary interior finishing, the housewife comes to the store to buy a can of varnish stain. Here according to Mr. Penberthy is an excellent opportunity to sell some sandpaper, turpentine and other items necessary to a satisfactory job, but which unfortunately many hardware merchants overlook.

Actual cases of where industrial firms had written in to the head office of this firm to obtain paint, etc. because the local agent of the company had not a complete stock with which to meet their requirements, were cited by Mr. Penberthy as instances where business goes begging because the local hardware merchant does not conduct his business in such a way as to take advantage of every opportunity.

Mr. Peart, Regina, spoke briefly in connection with mutual fire insurance, he having been identified many years ago with the origin of the movement in Canada. Mr. Peart suggested that retailers investigate the key rates charged in their communities as he knew of cases where high rates were still being charged on account of risks which had long since been removed.

The Question Box, a popular feature at first and second day's sessions of the convention, also brought out much interesting discussion on Thursday morning, under the chairmanship of H. N. Joy, Toronto.

The addresses at this session were both comprehensive and instructive. These included an address on "Save the Surface" campaign by H. E. Mihell, an address on economics as applied to business by Professor W. C. Clark, Queen's University and addresses on business conditions and prospects by W. Macdonald C.M.A. and Thos. Birkett, president Wholesale Hardware Ass'n.

Col. Maclean Speaks

Colonel J. B. Maclean, president MacLean Publishing Co., was a visitor at this session, and in response to President Mill's remarks concerning the great assistance which has been rendered to the organization by this company, gave an interesting and brief review of the manner in which the association had grown since the early days when the meetings were held in Col. Maclean's office.

"I am one of the 'old men' of the trade, but I still see some friends around such as John Caslor and others," said Col. Maclean, "and I have come back to see how the 'child' is progressing. It is very satisfactory to see such splendid development since the first organization meeting held on a Good Friday, when there were five hardwaremen present to discuss, not the advanced problems of today, but the 'local politics' of the business. This has now developed into an organization which is one of the great powers in the commercial life of the country."

Referring to labor conditions, as introduced by Mr. Macdonald, Col. MacLean stated, "I have been friendly to labor unions. The average union man is very fair as a class, but when you get agitators among them there is trouble."

Col. Maclean referred to meetings now being held openly at which agitators from Germany and Russia were much in evidence, in an endeavor to so handicap business men in this country that other countries might benefit.

The Price Book

Secretary Macpherson briefly outlined the developments in connection with the price book arranged by the association, stating that there were now 311 such books in use, and that over 60 per cent. of the membership shown at the first of the year were using this service. But two of the new members recently secured were said to have declined to use the book.

Mr. Macpherson explained how that net costs, figuring discounts, etc., were shown in the first column of the sheets, and that standard lists as issued by manufacturers were used as the basis, change sheets being sent out when ne-

(Continued on page 58)

Outlines Larger Sphere of Influence

Formation of Local Clubs of Hardware Merchants, Such as That Recently Formed in Toronto, to be Encouraged by Ontario Association—Retailers Should Place Business on a "Turn-over" Basis —Habits of People An Important Influence

Address of retiring President Nelson Mills before 17th Annual Convention Ontario Retail Hardware Association

"ANOTHER year has passed and once more we meet as a body of serious-minded business men for the definite purpose of making progress for ourselves and our industry. As we assemble in convention to record our achievements and plan greater ones, we should feel that it is a privilege to be present and take part in the making of this, our 17th year of association activities. The past is valuable only as it gives us hope for the future, and now at the dawn of a new association year we look forward with added courage and enthusiasm for bigger and better accomplishments. The achievements of a single year are not always immediately apparent, and may not bear fruit at the moment, but on the whole, things accomplished are of lasting value and of great importance to our industry. In fact, considering the conditions of the past year, we are obliged to admit that the officers have to a large degree fulfilled their expectations of one year ago. This convention is your opportunity. It gives promise of greater things and I invite you to enter whole-heartedly into and take advantage of each session. We are here to contribute our best thought and energy towards the development of ourselves and the organization of which we are proud to hold membership.

Some Impressions

"It is not my intention to review the history of our association or even the progress of the past year because the reports will show this in detail.

"I believe it will be more profitable to dwell upon some of the outstanding features and give expression to certain impressions gained through my experience in office. No man can be president of this association without receiving some definite impressions and without making observations and forming convictions as to the fields of service which the association should enter.

"The primary function of this association should be to raise the standard of efficiency of the retail hardware merchant; to place the industry on a higher level in the community; also on a more profitable basis to ourselves, and at the same time supply the needs of the consumer as economically as similar service is rendered by other agencies.

"This cannot be done in a day; it will take years, but we are on the way. The principal thing is to have the vision and by organization and co-operation we some day shall reach that ideal.

"Let us work for a future benefit rather than a temporary advantage. It may

NELSON MILLS

Hamilton, Ont., Retiring President of the O. R. H. A., who suggests some future plans for the association and deals with the business outlook from the standpoint of the retail hardware merchant

seem to some of you that the progress is slow, but judging by the reports, you will agree with me that during the past year we hit on all four cylinders.

"I would be failing in my duty if I did not emphasize on your behalf as well as on behalf of the executive, our appreciation of the unfailing services of our secretary. While he has been on full time service only seven months, he has given not merely freely but generously of his time and ability. He has put into the work his whole heart; no sacrifice of time or effort has been too great in the discharge of his duties to advance the foundation work of a new and greater association. It is therefore proper that a richly deserved tribute be paid to whom all credit is due, rather than let any commendation be credited to the administration now reaching its end.

Progress Reported

"The association may find men who will render good service in future but none who can render better. It has been a pleasure and I have gained knowledge working with Secretary MacPherson, and I hope that you will see to it, that he is supported by a strong and able executive. The reports will show wonderful progress made in membership, also service rendered such as the price book and fire insurance. I am pleased also to record a splendid healthy financial position. I would say too healthy. I would rather that we owe money and have rendered added service, which means we must in future deal in bigger figures to accomplish greater things. Men, to do all this we must think, we must study conditions as never before, we must protect our industry and justify our existence in the economic scheme of things. No hardware man can stand alone in times such as these. We must syndicate our interests, organize and co-operate or we cannot reach the fullest degree of our possibilities.

Local Clubs

"The association has made great strides, but I urge that we continue to increase our strength until every hardware man is an association member; then and then only will we have combined effort sufficient to accomplish results. One of the duties of this association should be to assist in organizing local clubs in each town and city. The retail hardware merchants of Toronto recently organized and we are proud to report that our association was represented and showed our co-operation on that occasion. We were not the pioneers, however, full credit is due the Toronto Paint and Varnish Club, but they showed us what we should be doing. This is where the need of co-operation and organization comes in. We must have as our objective a local association, a provincial association and ultimately a Dominion association, and I hope that I am still a retail hardware merchant when that ideal is reached. Under such conditions the retail hardware merchant shall become a greater factor in the business world. There is also a great need for acquaintanceship; getting to know the other fellow, seeing his side of things, and comparing them with yours. This convention brings you men together, that you may know one another for,

"When you get to know a fellow
And you understand his ways
Then his faults won't really matter
For you'll find a lot to praise.

Business Situation

"Now just a word on the business situation, really I am loath to approach this

(Continued on Page 58)

Considerable Increase In Membership

Secretary Macpherson Reports Increased Membership from 342 to 504—Slogan "One Thousand Members Before Next Convention."

TO OFFICERS and Members, Ontario Retail Hardware Association.

As authorized by resolution passed at last annual convention recommending appointment of your secretary as permanent secretary, your executive at meeting held May 11th last, made your resolution effective, services on this basis to begin on June 1st.

W. F. MACPHERSON

Prescott, Ont., Secretary, O. R. H. A., who reports good progress in membership and other association activities for the past year, most of which he has been acting in a permanent capacity.

This report largely covers work accomplished since that date. The membership at last report was 342. On Dec. 31, 1921, our paid-up membership was 504, and in addition some 40 memberships are in the course of collection through the Canadian Hardware and Implement Underwriters in accordance with our agreement with them. With the co-operation of our officers and members, I aim at an objective of 1,000 members before next convention, and with this high aim in view ask for a wholehearted and loyal support.

Some Accomplishments

During the summer months I spent several weeks away from my office, on extension work. Starting on August 15th, accompanied by Mr. Martin, Ontario representative of the Big Three Hardware Mutual Fire Insurance Companies, we covered the principal points in the eastern part of the Province, and met with a most favorable reception of the association and its services. Early in September I spent a couple of days in Toronto, and in company with the best chauffeur in that city, our veteran treasurer, John Caslor, certainly exceeded the speed limit in placing association service, namely "One Price Book every 15 minutes."

On October 15th, accompanied by Mr. Martin, we started a three weeks' trip, covering a number of counties west of Hamilton, meeting with universal success, averaging 25 Price Book services a week, which included a goodly number of new memberships.

With exception of a few additional days spent in Toronto, Hamilton and Ottawa on extension work, my time has been taken up in office work, correspondence and development of Price Book service.

The Price Book

Association Price Book. Owing to the steady growing demand for this price service, much in advance of my anticipations, the large amount of work involved, has retarded somewhat the growth of the volume. However the extra work caused in connection with convention and exhibition, now being over, the next couple of months will see a large number of new pages provided.

The book now contains upwards of 150 pages, the growth of less than six months work. My forecast of 100 volumes as probable issue, made at last convention, for the year just closed, has been exceeded by 211, the number issued to date being 311. To illustrate work involved, I would only mention issue of replacement sheets sent out Feb. 1st, there being 21 000 sheets in this single mailing. The convention program provides a place for discussion of this service, and I would welcome all suggestions which would tend to its betterment.

Service

During the year I have had many requests from our members for information on varied subjects, and would only repeat that the secretary's office is for your use and I always welcome correspondence from our members.

I desire to record my appreciation of the splendid support accorded me by the officers of the past year, and especially of our president, Mr. Nelson Mills, a loyal, capable and persistent worker in the interests of our association from start to finish.

In conclusion I would ask you to take up the slogan, "One thousand members before next convention." The realization of an organization of one thousand members means more to you than would appear at first glance. In unity is strength. Let's up and at it.

(Signed) W. F. MACPHERSON,
Secretary.

F. B. SMITH

Belleville, Ont., member of the Executive Committee of the O. R. H. A., who took a prominent part in connection with the Question Box and other discussions.

Report Of Executive Committee

Endorsation of Canadian Hardware and Implement Underwriters—Deputation to Minister of Justice re Firearms Legislation

YOUR executive committee beg to report having held three meetings during the year.

At meeting held Feb. 18 at the close of last convention a resolution was passed, endorsing the proposition of the Canadian Hardware and Implement Underwriters, subject to satisfactory reports from Vice-President George E. May and the secretary, on financial and service records—the secretary to visit New York Retail Hardware Convention at Rochester for the purpose of investigation. Both reports being favorable the endorsation of the association was sent to the said underwriters with promise of full co-operation.

On May 11th a meeting was held in Toronto at which the executive formally concurred in endorsement of C. H. & I. Underwriters. President Mills and secretary were authorized to join with President Birkett and Secretary Hardy of the Canadian Wholesale Hardware Association to wait on the Minister of Justice in reference to proposed fire arms legislation. This deputation duly waited on the minister, were well received and consideration given to our representations.

Secretary was instructed to take a referendum on holding a summer session in Toronto during the Exhibition. There was not sufficient support promised to warrant holding same. Permanent secretary was appointed effective June 1st.

On August 31st a meeting was held in Toronto to make arrangements for annual convention and exhibition, and necessary committees named to carry out same.

EXECUTIVE COMMITTEE,
Per W. F. Macpherson, Secy.

JOHN CASLOR

Toronto, Treasurer of the O. R. H. A., who reports a healthy financial standing for the association.

Believes Wholesalers Following Price Reduction Policy But Not Manufacturers

Lively Discussion Centers Around Question of How Various Branches of Trade are Dealing With Declining Markets—Bonus to Salesmen —The Wage Question, Plans For Reducing Costs of Business, etc., Also Dealt With

MANY INTERESTING discussions were heard on the subjects introduced in the Question Box on the first day of the convention. This session was under the chairmanship of Ed. Wanless, Chatham, Ont.

On the subject of "How closely should we follow declining markets in adjusting our selling prices," a number of retailers indicated that they were basing prices on replacement values immediately on receipt of notice of revisions. F. B. Smith, Belleville and W. Bell, Beeton, Ont., followed this policy, the latter pointing out that when prices were advancing he marked up quotations when revisions were made, but that a competitor did not always keep pace with the market and therefore caused some reflection to be made on him (Bell), and brought about some unfair competition. This he thought enabled the wholesaler to have an advantage in the process over the retailer. Chairman Wanless answered that if the competitive retailer followed the same plan to-day, as he probably did, then any advantage would go to other local merchants who passed on any price advantage to the consumer. Mr. Bell drew attention to the fact that the longer stocks were kept on the shelves the greater was the loss on them when finally moved.

Vice-president George May, Toronto, thought it well for retailers to "take their tonic" now and pass on price declines as soon as possible. R. Howkins, Smiths Falls, Ont., thought it well to let the customer know what policy was being followed, to increase confidence among buyers.

ARE JOBBERS AND MANUFACTURERS PROMPTLY MEETING DECLINING MARKET?

On this subject, W. Rankin, Ottawa, thought competition among wholesalers and manufacturers sufficiently keen to enforce this policy. W. Bell thought if the retailers were as well organized as the wholesalers they would be much better off. Mr. McGregor, Oakville, Ont., thought the wholesalers and manufacturers should not use their organizations for the purpose of deriving more of a margin than they were entitled to. "If the organization permits these men to get a profit which is unnecessarily large it should not exist," said Mr. McGregor. Chairman Wanless did not think this condition existed.

"I think jobbers are revising prices as fast as they decline, but I don't agree that the manufacturers are," said Mr. Smith, Cornwall, Ont., "and I happen to be connected with several firms the policy of which I do not approve. They are holding up prices beyond what they should and they are making excessive profit. I am convinced that the manufacturer has not dropped prices as he should. One manufacturer said the merchants are loaded up with stock and that it was therefore better to make an occasional revision of 5 per cent than to make a flat reduction of 25 per cent., and thus give the retailer a chance to unload his stock. I would rather see a 25 per cent. reduction, and if the merchants express that opinion to manufacturers I think we would get some action." This suggestion was referred to the Resolutions Committee.

ED. WANLESS

Chatham, Ont., President in 1920 of the Ontario Retail Hardware Association, who conducted the Question Box discussion on the first day of the convention.

Another retailer pointed out that representatives of certain paint firms and others had told retailers that prices were not likely to come down because they would have to protect retailers who were loaded up with their line, and yet this advice was frequently followed shortly after the price declines on these lines.

WHAT SHALL WE DO WITH WAGE QUESTION AS THE HIGH LIVING COSTS DECLINE?

A. J. Wright, Hamilton, pointed out that he had reduced wages 10 per cent. recently, pointing out to his staff that busines had declined about 30 per cent. He had lost none of his men by this action. Mr. McGregor, Caledonia, thought that wages had not borne a fair proportion to living costs when prices were advancing and that this should be taken into consideration now. H. N. Joy enquired as to wages paid to salesmen by other merchants and one merchant replied that his chief clerk's wage of $16 a week before the war had risen to $25 and that a 10 per cent. reduction on this latter sum had recently been made. Mr. Joy pointed out that costs are not declining and that something must be done to increase business or a reduction in costs would have to follow.

Chairman Wanless thought it was not right that the sheet metal worker, plumber, etc., should be drawing more remuneration than the hardware salesman.

HOW CAN COST OF DOING BUSINESS BE CUT AND MAINTAIN SERVICE?

George May, Toronto, thought the solution to this question was to get more business from the existing staff. Chairman Wanless told of a hardware merchant who called his clerks together and adivsed them that he was not going to cut wages if he could get 20 per cent. more business, and the business was forthcoming. Mr. Smith, Cornwall, thought the mail order competition something which could be combated in the interests of more business. He is going to try a plan of combining with merchants in other local businesses to get out a comprehensive catalogue along the same lines as the mail order catalogues and sent them out in the immediate district twice a year. He is of the opinion that prospective customers will prefer to patronize local firms when the facilities are equally good.

"HOW MANY DEALERS PAY A BONUS ON SALES BY CLERKS?"

W. Rankin, Ottawa, pays a small bonus on sales by clerks and reported it as effective. The same bonus is paid on everything, this is not governed by the amount of profit on the item. George May, Toronto, had adopted the plan last December to stimulate trade, advising clerks at the beginning of the month that their Xmas present would be a percentage on sales. He found that only one junior clerk took advantage of the opportunity.

LIVELY DISCUSSION AT CONVENTION

(Continued from page 54)

cessary. A rate of 20 per cent. has been used for overhead, and varying margins of profit from 10 to 30 per cent. according to the line have been considered in making up prices.

Message of Sympathy

Following this review, Mr. McGregor, Oakville, seconded by George May, Toronto, proposed a resolution that a message of condolence be sent to Mr. Wood, head of the firm of Wood, Alexander & James, Hamilton, in his sad bereavement by the death of his wife.

On Thursday evening a most enjoyable social time was experienced on the occasion of a banquet tendered by the hardware manufacturers of Hamilton.

Friday morning was the last session of the convention, the balance of questions being considered and officers elected, as outlined elsewhere in this issue, after which a visit was paid to the new factory of the Canadian Libbey, Owens Sheet Glass Co., where the interesting process of glass making was described to an interested group of delegates.

OUTLINES LARGER SPHERE OF INFLUENCE

(Continued from Page 55)

subject. It seems to me however, from reports that the retailer is going very cautious and I believe he is justified in doing so. We have passed through many changing conditions since the world war began and ended, and the experience gained has if anything been beneficial to the retail merchant. A return to normal conditions does not mean a return to 1913 prices, but means reaching a basis on which the prices of products bear the proper relation to the cost of manufacture. It is therefore essential for all three, manufacturer, jobber and retailer to adjust merchandise to replacement value, and write off your loss. If you didn't do so in 1921 you will eventually be compelled to take much greater losses as time goes on. I am of the opinion that it is good business from now on to work on a turnover basis, and be in a position to purchase merchandise at the lowest figures as prices decline.

"The decline in prices will in all probability be a step by step process covering a period of several years. I can only suggest that you keep your stocks well assorted. Don't hesitate to buy new goods; use the jobber often, advertise what you have to sell and you will be kept so busy that you will not worry about conditions.

"I would like to quote in passing, how Ralph B. Wilson of the Babson organization sums up conditions. He says: 'That business conditions are not determined by statistics but by the character of the people.

Habits of the People

" 'In periods of prosperity, the people develop habits of extravagance, indifference, inefficiency, immorality and selfishness. These qualities developed in a period of prosperity lay the foundation for, and cause a period of depression.

" 'In periods of depression and unemployment, people develop habits of thrift, industry, efficiency, morality and service. These qualities developed in a period of depression lay the foundation for, and cause a period of prosperity.' Here is a true picture of the ups and downs of our business career, and let us be thankful that we are laying the foundation which causes a period of prosperity.

"With no desire to censure, and with the best interests of the hardware trade in mind, I have come to believe that hardware men should read more trade publications. Our trade papers have made every effort to improve our industry and place it on the highest possible plane. They keep us well informed in matters of greatest value and importance, and it is our duty not only to subscribe to them but to digest them and transform their contents into action.

"Although I retire as president at this convention my interest in the association is so firmly grounded that I will con-

(Continued on page 65)

Much Overlapping In Present Taxes

Great Need for Tax Revision—Too Much Tendency Toward Legislation in Provincial Governments and Not Enough Element of Self Reliance

Address by Mr. Macdonald, Manager Legal Dept. Canadian Manufacturers' Association before O.R.H.A. Convention

REPRESENTING the Canadian Manufacturers' Association, Mr. Macdonald, Manager Legal Department C.M.A., addressed the convention on the business outlook, pointing out that the summary of opinions recently secured from representative business men was to the effect that the industrial depression has reached rock bottom and has commenced on a gradual backward swing.

Speaking of the needs of the situation, Mr. Macdonald pointed to the necessity of a scheme of immigration and the righting of the labor problem.

"The war has created a great disturbance, and I am convinced that it will be necessary for the employers to take a very firm position if they are going to run the business of the country and not allow outsiders to do it. The time has come when employers must definitely declare for 'open shop' in every possible way. Unions have frequently benefited the people they represent but sometimes it is possible for an organization to go beyond the limits of propriety."

Speaking of taxation, Mr. Macdonald pointed out that there was much overlapping of taxes and that a serious situation will arise if this continues. He referred to the province of Manitoba where a 2 per cent. income tax on the net returns of businesses has been instituted as a provincial tax.

The plethora of legislation recently enacted by all provincial legislatures was also mentioned, it being shown that 267 bills had been passed in Ontario this year, 96 in New Brunswick, 199 in Nova Scotia, 70 in British Columbia, 95 in Alberta, a total for Canada of 511 bills and orders-in-council. What we wanted, according to Mr. Macdonald, was more self-reliance and thinner statute books.

"We have farmers and labor men in the Ontario Government, no manufacturers or merchants, and we are getting educated in a way that is going to cost us something," said Mr. Macdonald.

FINANCIAL REPORT OF ONTARIO RETAIL HARDWARE ASSOCIATION TO DECEMBER 31, 1921

Receipts

Balance on hand December 31, 1920		$ 709.33
Received during the year		7,600.79
		$8,310.12

Expenditure

Cheques issued as per vouchers		6,947.39
Balance on hand		$1,362.73
General standing—		
Cash on hand		$1,362.73
Outstanding for Price Books		380.00
Office supplies, less depreciation		500.00
		$2,242.73
Liabilities "Nil."		
Membership, fully paid	504	
In course of collection	40	
	544	
Price Books issued to December 31	301	

Combating the "Business Disease"

Lack of Realization Accentuated Recent Business Depression—Greater Activity Is The Keynote to Recovery—More Sales Achieved Through Developing And Adapting The Laws of Salesmanship

Address by F. J. Penberthy, Manager Lowe Bros., Ltd., Toronto, before Convention of Ontario Retail Hardware Association

THERE is nothing remarkable about the period of business depression which we have passed through. The law that depression follows prosperity would seem from past experience to be almost as inevitable as the Law of Gravity.

The really remarkable thing about hard times is that so few of us realized that hard times were bound to come and made provision against them. That very lack of realization made hard times harder; made recovery more difficult; and made them last longer and the recovery slower. Gentlemen, the term "Lack of Realization" covers a multitude of sins, and, incidentally, discloses the nature of my address and the disease in question.

If the observations made during my recent travels North, South, East and West in Canada and the other side count for anything; if the analysis that I have made, in an effort to get at the root of the cause of many failures and near failures, has any weight; if investigations conducted and statistics recorded by the foremost business men of the continent are at all accurate; if the statements of representative hardware merchants themselves are true, and they are true, then I may safely define business disease as a complex ailment of the mind, having for its constitution a combination of some or all of these outstanding characteristics:

Lack of understanding of business fundamentals—economic and otherwise.

Lack of appreciation of the possibilities of the goods you handle.

Lack of concentration or division of effort and indolence.

Lack of knowledge.

Guesswork.

Like all others the business disease has its symptoms. In the present case it is lack of faith and lack of courage. There seems to be an irresistible feeling that the way to business salvation is through the avenue of cheap, and necessarily undependable goods — cutting down of expense, and sitting tight until business improves. There seems to be an inclination to follow the crowd wherever it leads—in other words, an inclination to follow the line of least resistance and it is time to take precaution against the disease that is sure to follow these symptons.

I speak of lack of faith, lack of courage, desire for cheap goods, cutting down expenses, and sitting tight. One might have faith and still lack the courage of his convictions. If he loses a sale, on account of price, his courage fails him, and he immediately believes that it is necessary for him to have a cheap line of goods as well as quality goods. By so doing he is putting himself in a worse position than he was before. He is investing double the capital in order to make some meagre sales and, therefore, his profits instead of being available for re-investment and turnover remain on his shelves.

I was in a hardware store just a short time ago and noticed five different lines of floor wax and four different lines of brass polishes on the dealer's shelves. How much Floor Wax and how much brass polish will that man have to sell

F. J. PENBERTHY

Vice-President and Managing Director, Lowe Bros. Co., Toronto, whose address on "Business Disease" was very helpful to the delegates under present conditions.

before the working capital and profit which remains on his shelves will be turned into an actual profit for re-investment?

The cutting down of unnecessary expenses, provided they are unnecessary, is to be commended, but great care should be exercised in determining just what expenses are unnecessary, so that in making a reduction your business will not suffer.

In our business, I do not care how much our factory wages are in dollars and cents, nor do I care what the factory expense is. In our overhead I care nothing about what the salesmen's expenses are, nor what the advertising expense is, nor do I care about general expense—including interest, discount and exchange, clerk hire, stationery and other incidentals — providing none of these exceed their proportion of percentage. And the only way that that percentage can be proportioned is for us to sell the goods to make the percentage proportionate.

Greater Activity—The Keynote

During the trying months of October, November and December we ran our factory full time. We did not reduce the wages of a single employee in our factory nor in our office. We had confidence in our ability to sell, we had confidence in our dealers, we had confidence in the future of Canada and, with the confidence we had, we went ahead and filled our warehouse with manufactured goods in order that the purchasing power of the men who served us faithfully would not be impaired. The result has been very gratifying. Our men made the goods; our packing room packed the goods; our salesmen have sold the goods and at the closing of our five months' period which ended January 31st, our business shows a very satisfactory condition. We attribute this showing to greater activity which I am going to dwell on later in my talk.

Our overhead expenses as shown in our books in dollars and cents are alarming but our percentage of overhead to sales as shown in our selling records has gone down to almost where it should be and prospects of an even greater reduction with the best period of our year —spring—still before us.

You, gentlemen, should be in the same position. You are entering a period when your expenses will be corrected in proportion as you turn over your merchandise. You cannot sit in your store wondering what is going to turn up. You've got to make somthing turn up. Sitting around doing nothing will not pay your rent; will not pay your factory; your electric light bill; your clerk hire; or your delivery. The only thing that will pay these things is profit. The only way to make profit is sales. The only way to make sales is to apply the energy that God gave you to sell something. The inertia displayed by some clerks and even proprietors of retail stores is absolutely astonishing. A salesman on the road would starve to death in two months if he were to apply the same tactics as displayed by a great many clerks who are drawing fair money for practically driving permanent cutomers away from the store.

I have given you, gentlemen, our own experience in coping with and overcoming the tendencies to business stagnation, and I have tried to show you that in the last analysis, whether or not your business is prosperous depends absolutely on your volume of sales. I have tried to more firmly establish the proposition already conceded generally that MORE SALES is the cure for all negative business tendencies.

With these generally acknowledged facts before us we must conclude that the only corrective for slumps, depressions, etc., summed up in two words, is

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Maintaining Prices on Special Lines

Protection and Co-operation Between Manufacturer and Retailer Stimulates Trade in Well Advertised Standard Specialties—Successful Marketing Gives Prestige to Known Brands—Overcoming The Universal Price "Kick."

Address by H. J. Haire, Sec.-Treas. Alabastine Co., Ltd., Paris, before Convention of Ontario Retail Hardware Association.

I AM DELIGHTED to have this opportunity of appearing before you hardware dealers of Ontario and am deeply sensible of the kindness of your secretary, Mr. MacPherson, in inviting me here. I say this because I sincerely believe that the enterprise, the honesty and integrity of our retail merchants have been a very vital factor in upbuilding every Canadian community and in rearing and maintaining the great structure of our commerce, and of all classes of trade it is freely acknowledged by business men everywhere that the hardware trade is the cleanest, most substantial and most satisfactory of all to do business with.

I am here as representative of a factory that has been marketing its product only through regular wholesale and retail channels in Ontario for the past 35 years. As a result of our experience we long ago decided that the hardware trade was the most satisfactory class of accounts and have acted accordingly. I see here representatives of several other manufacturers. Let me say to you as we are saying in our advertising to the public, "Your Local Dealer is Entitled to your Trade." I believe the hardware dealer is entitled to your protection now. On the other hand if the manufacturer protects the hardware he feels he is entitled to expect co-operation from the hardware, and that is what brings me here to talk to you to-day.

Protection and Co-operation

A manufacturer protects the dealer by Standardizing, Trade Marking and Advertising. The dealer co-operates by recommending the goods, keeping an adequate stock, and maintaining a Fixed Price.

It would seem to be the natural condition for a man to know his wishes or needs and to indicate them to those who had the goods or service to supply, but the fact is that men do not always know their needs or do not feel them strongly enough to supply them without solicitation. A farmer may need a gas engine but almost invariably he will not buy until influenced by oral or printed solicitation. Furthermore, human needs are subject to constant change and development. Staple goods for which there is a regular demand, move in the world's markets with a minimum amount of sales effort. The consumer must have food, clothing, nails, rope, etc. The luxuries, sanitary goods and novelties demand more sales effort. But times move swiftly and the luxury or novelty of one year will be a staple in the next. An attractive new article like a Thermos Bottle or a Vacuum Sweeper fills a real need, though the consumer did not know before its appearance that such an article was a possibility. But immediately the article appeared, thousands became purchasers and the cost of living went up $5.00 or $50.00 for them. It has been charged that advertising has helped increase the cost of living and that if goods were not exploited by expensive sales efforts, prices could be decreased and the cost of living reduced. This conclusion is a fallacious one for it overlooks the important economic principle that with the exception of goods that are imitative of successfully exploited goods and sold by reason of the similarity, everything but the most staple merchandise must be promoted in order that successful sales may be built up. How many cash registers or adding machines would have been sold if the makers had merely perfected the machines and waited for the demand to manifest itself? If sales were to be confined to hundreds instead of tens of thousands the cost of such machines would be prohibitive to the average buyer. Even the sales of staple goods are increased by advertising methods as ready mixed paint, or biscuits or chocolate. If it is argued that the constant changing and creating of needs makes up a wrong system of economics, it might as well be argued that man should gradually retrograde to the savage state where his needs are few and simple. Civilization increases and changes man's needs. It may add to the cost of living and even tend to extravagance, but extravagance must be charged to the individual and to popular ideas rather than to the salesman. The modern tendency is to eliminate certain needless handling of goods and unnecessary profits and to supply the customer as directly as possible.

H. J. HAIRE

The Alabastine Co., Paris, Ont., who gave an interesting talk on the subject of maintaining established resale prices on well advertised products at the convention in Hamilton

The Dean of the Commercial Science Department of New York University, in an article in Printers Ink aptly described the new order of things as follows:

Modern Methods of Merchandising

The old static idea that the wants of the public can be gauged like the depth of a well, and that there continuously exists a certain measure of demand for a certain kind of goods, is no longer held by economists. The modern economic idea is dynamic instead of static, and demonstrates that man is a bundle of potential wants, infinite in number and impossible of hard and fast measurement. Furthermore, it demonstrates how wants can and are being created, and that it is impossible to tell beforehand what new want will develop.

These old-time static economics which fitted production to a given quantity of want, had worked out a beautiful compensating system of accurate quantities and their accurate distribution which never missed a cog nor recognized for a moment an element of uncertainty.

To these old economists all articles were staple, and that elusive quality which distinguishes wants as we now know them to be was blissfully unknown. The newer modern economists to-day judge a civilization and a country by the number and complexity of its wants, recognizing that progress and civilization move in direct relation to the number of wants developed. In the new dynamics there is nothing fixed. You cannot count on my wants for next week and much less can you count on them for next year.

The advertising man is he who sits on a potential want and hatches it into a clamorous reality, who loses no opportunity to tell me with his best word and picture in the medium I am most apt to turn to, of the charm, the irresistibility, the economy, the efficiency, the need represented in his product. And one by one, new tastes, new needs are developed in me and my family as the advertising man succeeds in informing and convincing me of the desirability of the things that men are making.

My old father visited me once, and after observing what we had and what we did, in comparison with his simple, old-fashioned life, he vowed that we were squandering money. We had great numbers of things, he maintained, which he never had. "Yes," I replied, "and my son will have things of which neither you nor I yet dream."

But there is a peculiar thing about satisfying wants. You will observe that we are obliged to starve other wants whenever we select a new one. If we buy an automobile we will not be able to flash the gold, the silver, the silk, and the fine linen which we might otherwise have flashed. In our subconscious way, we put the things on the scales and we decided which we want most.

Successful Advertising

In view of the leadership, on every hand, of concerns that advertise, there is hardly any need to argue for successful advertising as one of the essentials of successful merchandising. Advertising is the greatest aid the salesman has. In some lines of business, advertising completes sales that the salesman could not complete, or does the work more economically than a salesman could do it. When it does not complete sales, advertising informs the public, interests it, and partly or entirely develops the demand so as to make the work of the salesman easy. If every retailer could be sure that every prospective purchaser of his goods would enter his store and see the goods offered for sale, or even go down his street and inspect his windows, he might hope to do without

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"The Banker And The Retailer"

The Bank And Its Functions—Bank Serves Merchants by Lending Money And Providing Exchange to Pay for Goods Abroad—Retailers Should Not Need Much Credit From Banks as Wholesalers Provide Sufficient Extension

Address by J. P. Bell, General Manager Bank of Hamilton, Hamilton, Ont., before 17th Annual Convention Ontario Retail Hardware Association

FIRST I wish to thank your association for the honor conferred upon me in inviting me to-day, and I will have pleasure in saying a few words and in giving my conception of the relations between the Banker and the Retailer.

Perhaps it may not be out of place to begin by defining in some measure what a bank is, and the functions it is supposed to perform. But it is not quite so easy as it looks. In the Bank Act of Canada no attempt is made to define the functions of a bank. The act merely states "Any bank to which this act applies." This reminds me of the old riddle, "What is an archdeacon?" The answer, "One who performs archdeaconal functions."

The State of New York makes the plunge and gives the following definition in its banking statutes: "The term 'Bank' means any moneyed corporation authorized by law to issue bills, notes or other evidences of debt for circulation as money or commercial paper and to make loans thereon, and to discount bills, notes or other commercial paper, and to buy and sell gold and silver or foreign coins or bills of exchange."

All these functions are discharged by Canadian banks, but their value to the nation is greatly enhanced by the system of branches which enables the banks to gather and distribute money throughout the length and breadth of the Dominion, thus utilizing as far as possible the supply of loanable funds to meet the demand. Through the branch system money is constantly finding its level without undue restriction.

Some years ago, Sir Edmund Walker, president of the Canadian Bank of Commerce, to-day the dean of the banking corps, as well as an authority in the literature of the subject, very lucidly defined the requirements of a new country like Canada in the way of a banking system:

What is Required of Banks

What is necessary in a banking system in order that it may answer the requirements of a rapidly growing country, and yet be safe and profitable?

1. It should afford the greatest possible measure of safety to the depositor.

2. It should supply the legitimate wants of the borrower, not merely under ordinary circumstances, but in times of financial stress, at least without that curtailment which leads to abnormal rates of interest and to failures.

3. It should possess the machinery necessary to distribute money over the whole area of the country, so that the smallest possible inequalities in the rate of interest will result.

4. It should create a currency free from doubt as to value, readily convertible, and answering in volume to the requirements of the trade.

There should be as complete a relation as possible between the currency requirements of trade and the cause which issues paper money, and, as it is quite as necessary that no over-issue should be possible, as that the supply of currency should be adequate, there should be a similar relation between the requirements of trade and the cause which forces notes back for redemption.

J. P. BELL

General manager, Bank of Hamilton, Ont., who addressed the convention of Ontario Hardware Merchants on "The Banker and the Retailer," outlining some points of current interest.

Deposit Business

The first duty of a bank is to provide a place of safety for the depositor. That duty comes before the duty to its shareholders, and second only to the duty which it owes to its involuntary creditor, the note holder. The losses to depositors through the failure of banks in Canada has been remarkably small compared with that of any other country in the world. The importance of this point is often lost sight of by people who regard a bank simply as a concern from which to borrow money, rather than one in which to deposit.

Some years ago, when one of the Canadian banks opened its first branch in the City of Havana, Cuba, they were warned by some of the best informed people there not to pay any interest on deposits, that the people with money were perfectly satisfied to have a bank take care of it for them, and return it to them when they wanted it, and that the paying of interest would excite the suspicions of the Cubans that there must be something wrong—the bank must want money very badly if, in addition to all the care and responsibility it took of taking charge of the money, it would also be willing to pay for it. Since then, owing to the spread of American and other banks in the Island, this situation has changed, and competition for deposits is just as keen there as it is in Canada.

But the Cubans have once more had a lesson as to the necessity of using judgment in selecting a bank as the depository for their funds, for in the recent financial debacle there practically every native bank went out of business and the business of some of the American institutions was reduced to very small scope.

People sometimes forget the service a bank renders in taking deposits. For example, a deposit may be made up of bank notes, coin, but in these days, largely all cheques. These are drawn on banks all over the country. The risk of fraud and miscarriage, and particularly in paying out money on forged endorsement, is one ever before the banks. They take this mass of material, distribute it, and collect the money, and place the proceeds to the credit of the individual before they are repaid themselves. All this is done practically for nothing.

Meeting Borrowers

The second and most important function of a bank is to supply the legitimate wants of borrowers, and in this connection, you, as retailers, are anxious to know what is the underlying principle that usually governs a bank in its lending to retailers. Let me say in the beginning that the grounds for regular lending to a retailer are something like a chapter on "Snakes" in a celebrated book on the natural history of Ireland. There are none. As a general rule retail merchants are not entitled to unsecured advances.

A merchant who takes considerable credit from a jobber or wholesaler should be able to obtain all the credit he needs from that source, and as a rule a bank should not lend unless he is able to put up good trade bills or other satisfactory security. Bear in mind that a bank can only profit to the extent of the bare interest on its loan, whereas the wholesale merchant has a margin of, shall we say, 20 per cent. to fall back on in case of loss.

Quite often bank loans are sought in order to enable a retail merchant to take advantage of his cash discounts. Do not forget that the usual minimum discount granted by the seller for cash is 1 per cent. per month, or 12 per cent. per annum, that being in effect his estimate of the degree of risk which the bank is asked to take for 7 per cent. or even less. The transfer of an obligation from the creditor (the wholesaler) to the bank, does not diminish by half the risk of the accommodation, and it is illogical to assume such risks by an ordinary bank. Besides these frequently lead to lax methods of collecting on the part of the retail merchant.

"But," you will say, "why is the bank willing to lend to a manufacturer?" There is this fundamental difference. The merchant, if his credit is good enough, can put his stock on his shelves without spending a single dollar except for freight and duty. Good credit will enable him to obtain all he wants from manufacturers here or from wholesalers abroad, but a manufacturer cannot do this. From the time he begins

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Successful Advertising for the Retailer

Advertising As An Investment Should Result In Either Direct or Indirect Returns—Difference Between Optional and Involuntary Advertising—First Essentials Form Foundation on Which to Build

Address by L. R. Greene, of Hamilton, before Convention of the Ontario Retail Hardware Association.

IN DISCUSSING retail advertising, let us get right down to basic principles. Advertising to be of any real value to the retailer must bring back to him his investment plus a profit in the way of increased good-will or profitable sales.

When you mention advertising to the average merchant, his mind is likely to immediately revert to the idea of putting a few advertisements in the newspaper, sending out a few circulars, putting up a few signs, any one or all of these things. That, to his mind, is advertising.

Such a merchant is not likely to be a very successful advertiser unless he gets a much broader idea of what advertising really means. The first thing he must consider is what impression his business makes upon those who should or do trade with him; the people who occasionally visit his store and buy his goods. Do they go away with a good impression as to what they have bought and the treatment they have received? Do they like your store, your clerks, the way you arrange and display your merchandise? In fact, does the atmosphere of your business impress them favorably or are there things in your organization and in the way you handle your business which are objectionable to the average customer and which must be corrected, if you are to make full progress?

Optional or Involuntary

Remember this, you advertise whether you wish to or not. It is optional with you as to whether you put an advertisement in the newspaper, as to whether you send out a circular, but as long as you are in business there is one kind of advertising working for or against your business. You cannot avoid it and, therefore, it is of primary importance you give it first consideration. I refer to the appearance of your store, the appearance of your windows, the attitude and service rendered by your staff to the buying public. Untidiness, carelessness, lack of courtesy, if they are in your business, are very much in evidence to your customers and so repel them and create an unfavorable impression, which drives them to other merchants for their purchases.

So surely, the first thing to consider in retail advertising is the appearance of your store, the arrangement of your stock, the attitude and training of your staff and this big question of service to the buying public.

After this convention, when you go back to your business, just for an hour or so, forget all the other important things and helpful suggestions you have received and try and get a fresh impression of your business. Is your stock well arranged? Is it properly displayed? Is your store neat and tidy? You may or may not be in a position to buy the latest and most up-to-date fixtures, but that is neither here nor there as far as giving the proper display to the goods that you handle and the keeping of your stock neat, tidy and well arranged. Remember that when a customer comes into your place of business to buy a certain thing, if your stock generally is well arranged and well displayed, he may see a dozen other things he needs. He may buy them at the time or he may make a mental note and come back later. That fact is recognized by the successful chain store systems. You go into a "5 and 10 Cent Store" and you find all their stock is so displayed that it catches the eye of the shopper. It is not piled away in packages on the shelves, but is laid out where the prospective buyer can see it. The method of display used by the "5 and 10 Cent Stores," sells far more goods for them than

L. R. GREEN

Advertising Manager, Tucketts Limited, Hamilton, Ont., who gave the delegates some interesting pointers on successful advertising plans.

the work of the clerks behind the counter. The goods sell themselves. As it were, they say, "Here I am, look me over, I am worth so much." How much actual selling does the average clerk in a "5 and 10 Cent Store" do? Practically none. It is nearly altogether a matter of clever display. Remember that.

You will say there are many lines in my stock, which I could not possibly display in that way nor have I sufficient counter room. True; but there are innumerable items in your stock which you could display and which are tucked away in odd corners and possibly even you have forgotten some of them.

Principle of Display

It does not matter where your business is situated, in the big city or the small town. The principle of display applies in either case and the sooner you grasp its possibilities and study it out for your business, the bigger will be your returns. Don't think this matter of display simply means piling goods on the counter any old way, have some system and method in your efforts along that line and you will get good returns.

Then there is the personal factor in your business. What about your clerks? Are y yourself setting them a good example in handling and treating your customers courteously or are you simply leaving each boy to do the best he can and follow his natural inclinations, some of which are right and some of which are wrong. What about a meeting once a week with the boys to go over the new lines of goods which have come in during that week, and a discussion of the selling points and the opportunity for their sale? Are you carefully scanning all the literature you receive from manufacturers of the lines you handle and passing the good pieces along to the boys so they can study them and get the talking points?

A salesman calls on you; he has a good product, he talks it well, emphasizing its selling points. You buy, but do you get the boys together at the time for five or ten minutes or perhaps that same evening, and say, "Here! Mr. Jones, you have sold me your goods because you have put up selling points to me which have convinced me of their merit, now pass these same selling points along to my staff so that when those goods arrive in this store we will be able to sell them to the consumer."

A great source of information is the up-to-date trade paper. You probably get it, and you read it, but do you see that your staff also have the benefit of the information it contains?

Now you may say you thought this was to be a talk about retail advertising, but isn't the talking of the goods you sell to your customers on the part of your clerks, advertising? Isn't what favorable things your customers say about your business to their friends, about the good service and the goods you sell, good advertising? Most assuredly it is and if it is favorable, it is the best kind of advertising you can get. If it is unfavorable, it is the most harmful advertising that you can receive.

Advertising Opportunities

What about your window? There you have one of the greatest advertising opportunities possible to have and your windows will insist upon advertising. If they are untidy, dirty, neglected are they not likely to give just such an impression to the man who passes your store? And so he sizes up your business. They are neat, clean, well dressed, filled with attractive merchandise, they are working every minute to sell goods for you and also to create good will.

It is so obvious that properly cared for windows are good advertising, that it is astonishing any merchants neglect them. Let us take a lesson from the great departmental stores who spend thousands and thousands of dollars on their window trimming. They realize there is no better advertising that a well dressed window. If that is so in the cities where competition is keen, how much more so it is in the smaller towns where window trimming is frequently neglected and so you have wonderful opportunities to make your store outstanding in that respect. Your windows will insist in advertising your business and it is up to you whether that advertising be good or bad.

And in touching on store display and window dressing, I cannot help but emphasize an important point in that connection and that is the plain pricing of your goods. Do not be afraid to show prices

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The "Save The Surface" Campaign

And How to Make More Money Out of It—What the Campaign Means to the Retail Hardware Merchant, What Has Already Been Accomplished, and How Best Results May Be Secured in 1922

Address by H. E. Mihell, Imperial Varnish & Color Company before 17th Annual Convention Ontario Retail Hardware Association

I WANT to talk with you to-day on the "Save the Surface" campaign and see if I can point out some reasons why you should make more out of it and some suggestions as to how you can make more money out of it.

For after all, this campaign is yours to make money out of. As it stands today it is more yours than it has ever been before. The cashing-in on it is largely up to you. If as a representative of the committee, I can show the members of your Association how to do it, then I can feel that our representation here has been more than justified.

However, before reaching the "cashing-in" portion of this talk with you, I want to scan, very briefly, the aims and objects of the campaign and its history to the present day.

The "Save the Surface" campaign has not been the result of momentary inspiration, nor was it born in a day. Several years before it was put into operation a few foresighted men in the trade realized that the paint and varnish trade had scarcely scratched its possibilities for sales. We have never at any time been anywhere near the condition of a "glutted market" of adequately painted property.

Two big factors were suffering from the prevailing attitude of the consumer and the seller of paints and varnishes towards painting. The property owner was suffering from lack of protection to his property. Even today, a great many are suffering from the same reason. Paint manufacturers, paint distributors and retailers were, and are today, suffering a big loss from the profits they are not obtaining from the possibilities that lie at their very doors and which are not being taken advantage of.

Losses From Lack Of Paint

I want to illustrate in concrete form some thing of what these losses might be. Based on the census of 1911 it has been estimated that only a partial loss on Canadian property due to lack of paint and proper upkeep amounts to the total annual sum of $71,851,098.00. This figure is made up as follows: 2% depreciation on urban homes alone, or $28,000,000; 2% depreciation of farm property amounting to $17,849,944.00 and 10% on farm implements amounting to $26,001,154.00. You will note that this includes only three classes of property and does not include many others we might take into account.

You are all well aware of the fact that loss through lack of paint or varnish is inevitable and continuous, but that loss through fire is only probable or accidental.

Our average annual fire losses generally vary between twenty and thirty million, yet what are the people of Canada doing to protect themselves against both forms of loss? Taking the figures of 1917 as more nearly normal than any others available, we find that the Canadian public spends $5.44 per capita for fire premiums as against approximately 75 cents per capita for paint and varnish protection. In other words, they spend about 14% for protection against inevitable loss compared with what they spend for probable or accidental loss.

This single condition of affairs alone points to the tremendous opportunity for better paint selling and the necessity of an advertising campaign to awaken the consuming public from their indifferent attitude towards painting.

Now as to what the paint trade has suffered. I know that from the incident cited above and other facts which I have not the time to present to-day, that you should be distributing four times the amount of paint and varnish than you have ever done before, and that instead of Canada producing $19,506,653 worth of paint and varnish materials in 1919 we should have produced

H. E. MIHELL

Imperial Varnish and Color Co., Toronto, and an executive member of the Save the Surface campaign committee, who outlined the campaign to the O. R. H. A. convention

sixty to seventy millions and you should have your proportionate share in that distribution.

There is this also to bear in mind, that if the public can be taught to realize the value of the proper upkeep of property, not only will it effect bigger paint and varnish sales, but it will bring about bigger sales in many other lines of hardware necessary for proper maintenance.

An Economic Necessity

Another desire that underlay the forming of the campaign was to impress upon the public the fact that paints and varnishes were an economic necessity and not a decorative luxury.

A third factor had probably more to do with its immediate formulation and that was the excessive prosperity of war and post-war conditions and the possibility of a slump in industrial and general market conditions. This slump was looked upon as inevitable. The problem then was to commence advertising during the period of prosperity so as to ensure good business during the period of decline. In other words, we sought to insure our future.

Many other minor considerations arose, but the above were the outstanding.

How were these problems to be solved? The answer was to create by disinterested, educational, co-operative advertising a sentiment in the public mind in favor of painting as a protective and preservative means of conserving property.

The solution was the "save the surface and you save all" campaign.

In the execution of this campaign I want to point out clearly the duty of the campaign committee towards the paint and varnish trade as a whole. The committee as a committee has absolutely nothing in the way of goods to sell. We are not interested in any particular line, whether ready-mixed paint, lead and oil, good paint or indifferent paint. We are endeavoroing to advertise and sell an idea, a sentiment, or perhaps I can put it stronger by saying the creation of a conviction in the public mind that they should use paints and varnishes more adequately. If we can change the habits of the people of this Dominion of Canada in regard to the greater and better use of paints and varnishes for the protection of their property, our work will not have been in vain. It has not been in vain either in service rendered to the consuming public nor to the paint and varnish retailer in creating bigger and better business.

When this conviction has become established, what is your duty and mine? My duty, as a salesman of a manufacturer, is to go out and in every rightful manner endeavor to cash in on it. Your duty, as a retail distributor, is to push home the idea to your consuming trade and cash in on it. Any good salesman will admit that conviction is 90% of the battle in selling goods. After that, getting the name on the dotted line or getting the cash is an easy matter.

Want Buying Action

Undoubtedly this conviction has become established in the minds of a great many but there is a vast majority to whom it has not come as it should, or if it has come, has not yet reached the stage of buying action which we want to see. It is here that the responsibility of the retail distributor rests in carrying on the campaign in his own community and which I shall dwell on later.

During the first year the subscribers and the committee in charge pioneered the launching of this campaign in sheer faith, but with a very definite idea of what they desired to accomplish. They realized that its development could only take place through time and make progress through phases or stages of growth. They, therefore, committed themselves to the conduct of the campaign for five years. The next phase was the development of the manufacturers' salesmen into apostles of its great idea so that they could carry it to you. Today we stand before you extending greater co-operation towards the retail trade and seeking greater co-operation from you. Already the campaign has carried sufficient conviction and displayed sufficient confidence to win your respect and support.

As I have said, the campaign belongs to you as much as anyone else. We want you to use it as freely as any subscriber on our list. In fact, we want you to become a subscriber insofar as it can affect your own local community and do so with the feeling that you have the backing of a big strong national campaign behind you.

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Workshop Need Not be Unprofitable

Various Methods of Checking Repair and Other Work Going Through Workshop Outlined in Discussion—Items to be Included in Overhead Expenses—The Bonus System of Paying Retail Salesmen

THE QUESTION BOX discussion on the second day of the convention was under the direction of George May, Toronto, and was opened with some lively exchanges on the question of efforts to prevent wholesalers from doing a retail business. H. N. Joy, Toronto, thought the association should go on record as opposed to this policy, F. R. Jackson, Toronto, wanted to know where the line was to be drawn as between wholesalers selling to manufacturers, contractors, etc., apart from an ordinary retail business. It was the opinion of the chairman that the larger accounts could not ordinarily be handled by retailers and that it was the smaller accounts to which the retailer was entitled that was chiefly in the minds of association members. F. R. Jackson, told how he had recently visited a Toronto wholesale firm to buy 3 doz. bushings, and someone else was buying one. W. Rankin, Ottawa, thought that in view of long-standing policy of certain wholesalers in selling chiefly to blacksmiths, factories, etc., that the question was somewhat belated. Mr. Thompson, Owen Sound, suggested the association memorialize the Wholesale Hardware Association to do everything in their power to curtail retail business by their members.

BEST WAY TO GET RESULTS FROM ADVERTISING FOLDERS ETC. FURNISHED BY MANUFACTURERS

Direct mailing lists were suggested as one of the most effective means of distributing such literature. Chairman May outlined a plan which his firm had used, namely to place such literature in an ordinary envelope addressed to Mr. and Mrs. Hardware User, West Toronto. These envelopes were left by boys at the houses and it was found that the circulars being clean and the envelope rousing a certain curiosity, they received much attention.

HOW MUCH SHOULD A DEALER PAY FOR GOODS HE TAKES OUT FOR HIS USE. ALSO FOR THE STAFF?

One retailer said he charges such stock at wholesale prices when taken out by himself, and he allows a special discount to staff members. Another merchant charged himself and his staff full price because he pays himself a salary from the business. Mr. McGregor, Caledonia, pointed out that if merchants charge themselves retail prices they are paying tax on the supposed profit they are making. A Fort William dealer thought merchants had just as much right to charge themselves wholesale prices as for someone else to go direct to the jobber to buy.

"We have always charged goods to ourselves and employees at cost laid down," said President Mills, "but the Sales Tax is changing the situation."

Chairman May pointed out that his policy was to give a concession of 20% off regular retail prices to any purchases by members of the staff. This left 10% to cover cost of the goods. It is not applicable to specially priced lines.

WHAT SHOULD PROPERLY BE INCLUDED IN OVERHEAD EXPENSES?

R. Hawkins, Smiths Falls, thought every expense in operating the business should be included, naming rent, interest, taxes, insurance, help, cartage, etc. Enquiry as to whether interest on investment could be included in overhead expense, but it was pointed out that this might be done to establish expenses, but that it could not be allowed in making out Income Tax returns. Mr. Hawkins stated that donations to charities could not be included as business expenses in connection with Income Tax statements and suggested that such be included as advertising. F. B. Smith, Belleville, and other merchants stated that they followed this plan. An Owen Sound merchant outlined the plan of a Retail Bureau of the Board of Trade which centralized contributions and passed on the bona fides of the various interests seeking contributions. In this way hundreds of dollars were saved to local merchants who merely showed a card which prohibited them making donations to any but those authorized to collect, by the Board of Trade.

"If you want to know where you stand at end of the year you must put every thing into overhead, even to waste," said Mr. Mills, "or your books will not show your cost of doing business and you will be unable to ascertain the necessary mark-up to allow yourself a fair margin of profit."

Replying to an enquiry as to whether Income Tax could be put in overhead expense, it was pointed out that for correct information this should be charged to expense, but it is not allowed in connection with taxes.

WHAT IS THE AVERAGE WAGE PAID CLERKS, TINSMITHS, PLUMBERS?

F. R. Jackson, Toronto, stated that he had found the bonus system to be a good one. He follows the plan of paying 5 per cent. over an average amount of sales as fixed for the whole business. A retailer from Northern Ontario stated that he had followed this plan and found that he subsequently required more salesmen to look after the business and this added expense, along with the 5 per cent. bonus resulted in him being the loser. He believed it better to pay a good salary to salesmen. Mr. Jackson replied that this had not been his experience and suggested that the fixed amount of necessary sales could be advanced under those circumstances to take care of increased overhead.

A retail salesman pointed out that working on a bonus system he had employed spare time to stimulate business and had been very successful. This plan made unnecessary any increase in the overhead expense of his employer. There were four salesmen in this store and a minimum of $35,000 was set for the store, over which an allowance of 2 per cent. was made.

Another retailer enquired who would look after the stock when everyone was hustling for business on the bonus basis. Chairman May pointed out that of 7 men on his staff everyone had their particular duties and it was up to the head clerk to see that the store was kept in order and that each one did his part. Another suggestion was that retailers pay their salesmen a bonus according to the profits, such as is done by the banks. He had followed this plan, paying from 4 per cent. to 6 per cent. of such profits to salesmen and he found that their energy did not lag through receiving this only once yearly.

Still another plan as followed by a retailer was to pay a fair living wage to each man, and then pay a bonus each six months, a short one in the spring and a long one in the fall.

DEFINITE INFORMATION REGARDING WORKSHOP IN THE STORE

On this subject Mr. Christie, stated that the workshop in connection with his business pays a fair margin over expenses. Each workman is provided with a book and time sheet, pay cheques being made up from information on the time sheet. On repair work going through the store, a perforated tag is tied to the article, one-half having space for workman's initials and details of time spent on it, materials used, etc., the other half is turned in to the office. A book is also kept with a record of each man's earnings by the month. On contract work a special contract book is kept and everything is figured closely. When the job is done a complete record of workman's time and materials used, is available. Figuring each job separately and allowing for a fair margin of profit, Mr. Christie thought there was little ground for the common complaint

(Continued on page 102)

Economics As Applied To Business

Closer Relation Between Business Men and University Training in Science of Business Sought by Educational Institutions—Teaching Business Science Would Greatly Assist Young Men Entering Commercial Life After Initial Apprenticeship

Address by Professor W. C. Clark, Director of Courses in Commerce, Queen's University, before O.R.H.A. Convention

THE RELATION of the university and the business man in connection with education along economic lines, was ably outlined by Professor W. C. Clark, Director of Courses in Commerce, Queen's University, Kingston, Ont., before the Convention.

Prof. Clark pointed to the great need for a better understanding between educational institutions and business men as to ways in which they could be of mutual help and predicted that the trend in the future would be toward the higher education of men in the business science.

"Some men think experience is the only teacher" continued Prof. Clark. "There are many good things to be said about the school of experience but the trouble is that it is immensely expensive. It takes a lifetime before you can graduate from the school of experience. The fact that you delegates have been at the convention for three or four days bears out that fact. You believe that there is a shorter way of finding out what you will eventually find out in your business in life's career. By the interchange of ideas you can learn a lot of what others are practising, and that is the basis on which training in the universities is founded. Business principles can be taught. The university can develop the power of analysis which will help enormously in later life, but no training in universities will eliminate the initial apprenticeship in business. You have to start right at the bottom and if a college training means anything it will be that it will enable more rapid promotions afterwards.

Business a Science

"Business is a science just as is medicine, etc., and training in business subjects is just as cultural as the allegedly cultural subjects. Business is not run on a hit and miss basis nor by any rule of thumb method. There is a good deal of instinct in it, there are hunches, but they are the result of a good deal of training.

"Causes lead to certain effects. You will have to allow for varying conditions. That is what the university strives to help you in. It is difficult to develop the principle. The factors business dealt with are more complex than in engineering, etc. You are dealing with human nature and prices. There are more causes in prices than in anything. The conditions under which these factors operate are most diverse. There is therefore all the more need for it to be taught in the university.

Problems Not Insuperable

"These problems are not insuperable, it is possible to develop a science of business. To do so one must have a scientific point of view, you must get at the facts whatever they may be, you must observe those facts, tabulate them and measure them, and then apply the principles of logic.

"We want to take your younger men and give them a broad training to develop their scientific point of view and their powers of analysis. The first two years of the course is devoted to arts subjects, and the second two-year period specializes on business training."

Explaining something of the work of the university, Prof. Clark stated, "we take the business cycles and give the causes for these periods. These are treated as history. Bookkeeeping is an important tool of management. Statistics represent another, and training in finance is important. Speaking of finances, look at the financial mess which exists in Europe to-day. No country can be prosperous with a large part of the world in such a condition."

Something of the work of the courses in

PROFESSOR W. C. CLARK

Director of courses in commerce at Queens' University, Kingston, Ont., who gave the convention delegates some interesting sidelights on the work of the university in extending business education.

being addressed by business men, was explained, it being shown that business men's problems were solicited for the consideration of the students. Cases were cited where the students by applying the principles of logic and considering all the fac were able to arrive at as quite an intelligent a solution as that established by business men long trained at their particular line.

OUTLINES LARGER SPHERE

(Continued from page 58)

tinue to work for it and with it, in the endeavor to see the association go on to greater things. This has been a wonderful year to me, and for the opportunity of serving you. We have not accomplished all that we would have liked to, but we have done our best. Service is the keynote of the association and the best members, the most successful business men, and the men who get the most out of life are the men who serve their community and association and interest themselves in the welfare of others.

It is this kind of service that paves the way for useful co-operation, which after all, is service in its most valued application."

"SAVE THE SURFACE" CAMPAIGN

(Continued from page 63)

What has brought about this desire? The objects of the campaign and the arguments used have revealed, in an organized way, possibilities for the sales of paints and varnishes that were not dreamed of before its inauguration. The objective of the campaign has created a greater family feeling of common interest in the paint and varnish trade, but the family is incomplete without the retail distributor. He is needed in this family as he needs us in it. Perhaps if we add the word "family" to the sometimes overworked word "co-operation" we can add new zest to the furthering of our common interest.

Both the work and what has been accomplished already by the campaign has made the situation such that the retail distributor can more readily use it and make money out of it. We have likewise reached the stage where he must play a much more prominent part in its development if he is to obtain his rightful share from it.

I take it, gentlemen, that we are not here to-day to pass mere platitudes or, in common parlance, to kid ourselves or each other, for this reason, I shall be perfectly frank in saying that the "Save the Surface" campaign will be of little use to the man who is a mere order taker or whose sole function is to ring up the cash register.

The Go-Getter Type

But, it can be a mighty useful instrument in the hands of the man who is properly functioning as a merchandiser of paints and varnishes and the other lines in his store. The "Go-Getter" type of retailer and the fellow who is wearing out shoe leather beyond his counter instead of shining his trouser seats behind it, can use this campaign and its arguments towards getting bigger paint and varnish business.

I don't think there is a town in Ontario but what the National "Save the Surface" Campaign has had its effect upon. Whether it is Vankleek Hill, Cochrane, Wiarton, Amherstburg, Fort Erie or Hamilton, more or less of their inhabitants have seen its advertisements and have had more or less conviction brought to them by its arguments.

But like all other articles advertised, there must be a source of immediate supply before that conviction can be realized in bringing action. We'll pick on Jones, who might live in any town in Canada. He has become convinced, through the unique arguments of the "Save the Surface" Campaign, that he ought to paint his property. The retailer who has properly linked up his paint selling with the campaign stands a pretty good chance of getting Jones' business. On the other hand, if there is no local linking up, Jones' enthusiasm may die a natural death and the business you might have obtained is lost.

But there's another man by the name of Brown who has possibly seen the national advertisements but remained unconvinced because these were not linked up with local or immediate interest in his community. If he had seen his local man's name linked up with it the idea would have gotten across with him. There are hosts of Browns of this sort in every community, and it is with such men as these that your great responsibility as retail distributor rests. We want the weight that your name carries in your own community, added to the effect of the national campaign to bring such business to your store.

I need not emphasize the fact that postwar conditions have made selling a real salesman's job to-day. Merely inserting advertising in a national campaign is not going to sell goods or an idea. We have got to have the direct personal contact of the salesman, be he manufacturers' salesman, jobbers' salesman or retail clerk. We have got to back up our advertising with direct convincing word-of-mouth salesman-

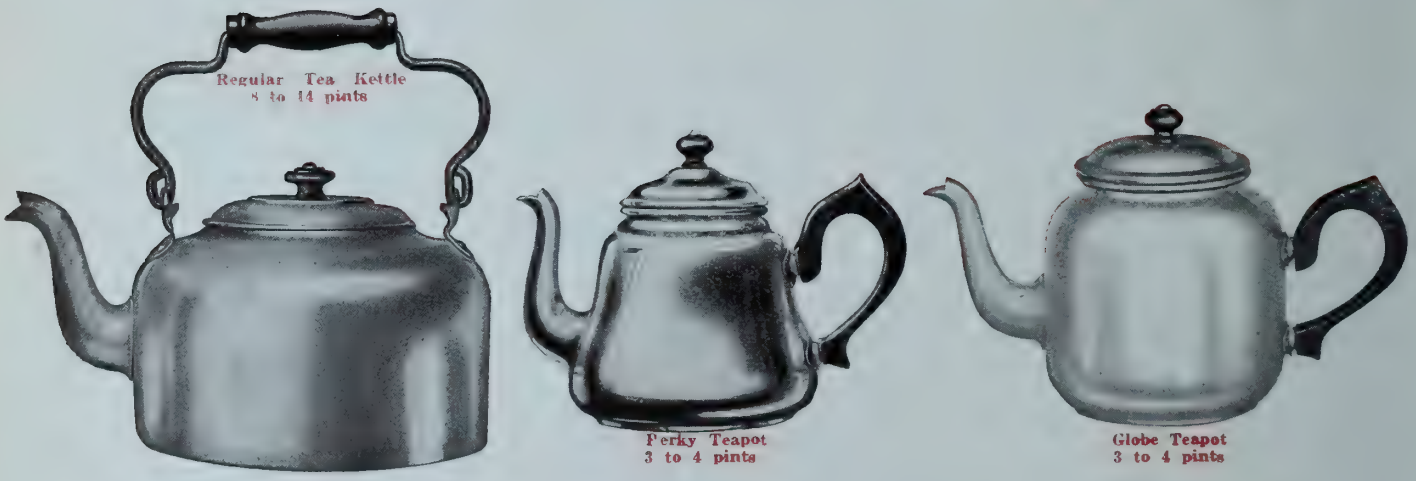
(Continued on page 75)

Strong New Selling Features for

"OAKVILLE"

Aluminium Ware

Welded Spout on Tea Kettles and Teapots



The Aluminium Ware

RICHARDSON & BUREAU, MONTREAL, *Agents*

The New "Oakville" Handle

1. Fits snugly under the bead without cracks or openings for dirt or germs to lodge.

2. Convenient, handy design with generous hole in handle for hanging.

3. Cool, sanitary; fits the hand; rounded grip. Highly polished, and sun-ray finish inside.

Manufacturing Co., Limited

OAKVILLE, ONTARIO

Manufacturers as Hosts to Retailers

Hamilton Manufacturers Tender Banquet to Delegates to O.R. H.A. Convention—Lieut. Governor Cockshutt Deals With Some Current Problems—Robert Hobson Outlines Iron and Steel Situation—Freight Rates Must Come Down

ADDED interest and honor was attached to the banquet tendered the Ontario Retail Hardware Association by the manufacturers of Hamilton on Thursday evening, by the presence of His Honor, Lieutenant-Governor Cockshutt. In introducing the guest of the evening, the chairman, Robert Hobson, president Steel Company of Canada, outlined something of his early business dealings, dating back twenty-seven years, at which time he first came in contact with the present lieutenant-governor. Since that time they had been firm friends.

"His Honor was picked for his present position from among our manufacturers, he is a gentleman of more than average ability and a man who rises to every occasion," said Mr. Hobson.

In reply the lieutenant-governor spoke of past happy relations with the business men of Hamilton and expressed his strong belief in conventions as a splendid means of finding out what is best for whatever one is engaged in doing.

"We have many anxieties regarding the future," he continued. "At present we seem to be rather under a cloud but we will not always be there, for it will drift away and the sun will shine and we will feel better for the cloud having been there. As a country and as a province we have great reason for satisfaction in the extent of our natural resources and our transportation of those natural products. In Ontario we have perhaps more natural resources than almost any of the other provinces."

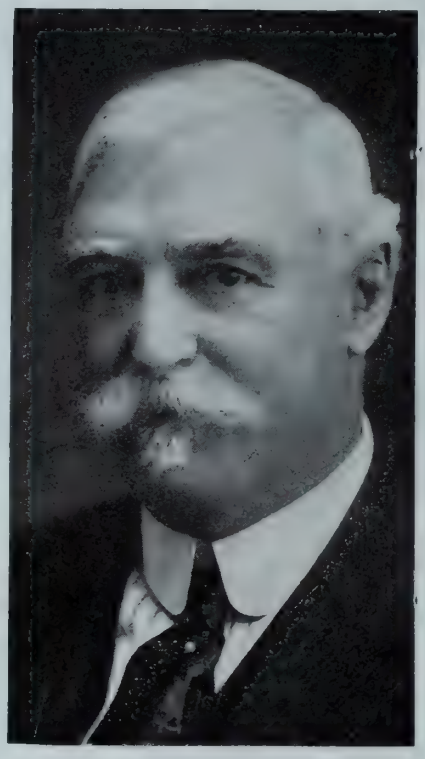
Some Problems to Solve

The situation in regard to the various resources was outlined, the need for conservation of forests being emphasized. The mining possibilities of the province were said to have been but barely scratched and it was the opinion that ultimately it would be found that Canada had unbounded resources in minerals. Fisheries were also described as marvelous, but here, too, the question of improved marketing and transportation facilities was pointed to as a necessity, as well as steps for replenishing the supply of fish in our waters. Transportation and marketing facilities were also a big question in connection with successfully handling the great fruit and vegetable resources.

"These are the problems which must be dealt with," said His Honor. "Transportation is simply a question of having proper facilities to market what we produce. You can build railroads and radials, but what is the use of them if you do not have proper cars on them to handle the products. Organization and proper equipment are needed.

"We have these dull days and we will continue to have them as long as we live. Conditions are different to what they have ever been before. There is in this country at present a young manhood and young womanhood that has arrived at that stage since the war has ceased. They have not had the advantage we have had because of the disturbance of business, therefore we ought to look carefully to see that these young people are salved. We should give them help and encouragement. We are living here for one object, to make ourselves friends for the friendless."

In thanking Lieut.-Gov. Cockshutt for his address, Mr. Hobson, as a director of the C. N. R., suggested that steps would have to be taken to provide better rolling stock facilities to handle the country's products.



ROBERT HOBSON

President Steel Company of Canada, who presided at the manufacturers' banquet to the retailers' convention and reviewed the iron and steel situation.

In the temporary withdrawal of Mr. Hobson, H. P. Hubbard, E. C. Atkins & Co., assumed the chairmanship and called upon Norman Slater, of N. Slater & Co., to propose a toast to Our Guests.

Absence of Gloom

Mr. Slater extended a welcome on behalf of the Hamilton manufacturers, remarking that he had particularly noticed the absence of any gloomy expressions on the faces of hardware men at the convention.

"The past year has been very trying," said Mr. Slater, "but in the older days our fathers had to deal with trying experiences with less than we have to-day and it did not hurt them. The present situation has its bright spots and the clouds now are starting to roll away. If we didn't have any troubles we would be weaklings. We have nothing to complain about when compared with other countries. No country in the world is in better shape for a revival of trade than is Canada, and the greatest asset is our people, who have the spirit of optimism.

"Your stocks are getting low, you are getting rid of high-priced goods and you begin to see daylight. The manufacturers have had a year of declining values and it is one year in which we can say we have sold you goods at less than cost.

"We are glad to have had your convention in Hamilton and I am glad that Nelson Mills, a personal friend of mine, is president. Knowing him as I do I feel sure you could not have anyone who would look after your interests any better than he. I am thankful I was brought up in the hardware business. One particularly good thing about it is the scarcity of failures, which may either be attributed to the profits made in this business or the early training the merchant gets."

Nelson Mills Replies

Replying to the "Toast to Our Guests," Mr. Mills extended the appreciation of the association for courtesies extended by the manufacturers of Hamilton each year, and was specially glad to note the interest taken by these manufacturers in the work of the association. He mentioned the changed policy which now existed in the organization in regard to its relationships with other branches of the trade, stressing the realization of the need to meet the big men of the various branches of the industry.

On behalf of the Canadian Wholesale Hardware Association, President Thomas Birkett spoke briefly, expressing the desire to attend further meetings of the retail organization.

C. Birge, vice-president, Steel Company of Canada, hoped that the association would continue to make Hamilton its convention centre and assured the members of the utmost co-operation of Hamilton manufacturers.

Reviews Iron and Steel Situation

"A year ago I talked in an optimistic manner," said Robert Hobson in an address summarizing developments in the iron and steel industry. "I just slipped a little cog at that time. Trade has not come back as soon as we anticipated, but I am just as optimistic to-day as I was then. Since 1896 I have seen ups and downs in business and I never failed to see the ups beat the downs. If I was to get an absolutely honest confession from you gentlemen, you would confess that your shelves are very bare. They are bare in the U. S. and other countries

as well. You are going to be forced to buy and we are ready to meet you.

"The potential business in this country is enormous. Freights are much too high (and I am not speaking as a director of the C. N. R.). Our rates on coal are a little over 100 per cent. higher than in 1914. These freight rates must come down, but before they can come down railway employees must meet conditions as they are to-day. Also take miners for example. A coal miner recently earned $793 in a month. This is the type of worker who is going to strike on April 1. This miner bought an automobile and there was only eight miles of good road in that district. He spent the next month driving up and down that eight miles of roadway. Building labor also has to come down to reasonable levels.

"In the steel and iron business to-day, with the present freight rates and steel selling as it is, if we got back to 1914 levels steel would have to sell at about 75 cents per cwt. Steel has gone just about as far as it can go, and the trade is about due for a big business revival. I am not going to prophesy beyond that we are on the eve of good times. Wall Street is composed of the cleverest lot of men in the world. You watch the quotations and you watch the price at which seats are sold on the exchange. I notice U. S. Steel, after having gone nearly twenty million dollars behind last year, went up to 92 on the stock market to-day. Something is going to happen."

Basic Factors of Revival

James Hardy, secretary Canadian Wholesale Hardware Association, thought there was ground for optimism in the improvement of exchange, the conclusion of the peace conference, the settling of the elections and the considerable reduction which has taken place in prices.

H. P. HUBBARD

E. C. Atkins and Company, Hamilton, who acted as temporary chairman at the banquet during Mr. Hobson's absence.

George May, Toronto, somewhat prematurely introduced as the new president of the Ontario Retail Hardware Association, expressed appreciation for the hospitality shown by the Hamilton manufacturers and described the relations as an excellent foundation for lasting and helpful friendship.

S. H. Alexander, Wood, Alexander & James, spoke briefly of the advantages of such conventions and affirmed the faith of his firm in the future of business by stating that a most complete stock was being maintained.

Secretary W. F. Macpherson expressed gratification at the steady growth of the association and thought the retailer had fulfilled his proper function in the readjustment. He gave an outline of the aims of the association and assured Hamilton manufacturers that their city would receive every consideration in deciding upon next place of meeting.

A goodly representation of both retailers and manufacturers was in attendance at the banquet. Among those at the head table were the following: Lieut. Governor Cockshutt, Robert Hobson. N. Slater, J. Hardy, C. A. Birge, Nelson Mills, Geo. May, T. Lawson, Rice Lewis & Co., S. H. Alexander, W. F. Macpherson, Thos. Birkett, H. P. Hubbard.

Splendid music and other entertainment was provided and with a sumptuous repast, combined to provide a most enjoyable evening.

MFRS. TO TOUR WEST INDIES

Under the auspices of the Canadian Manufacturers' Association, a delegation, consisting of nineteen Canadian manufacturers, recently sailed from Halifax, on a tour of two months duration through the West Indies, in an endeavour to promote trade relations between those islands and the Dominion. On their return a report will be prepared, with any recommendations thought beneficial by the delegation. The party will be accompanied by Chester Payne, secretary of the Commercial Intelligence branch of the Department of Trade and Commerce at Ottawa.

Firms Exhibiting At Hardware Convention

LIST OF EXHIBITORS

The Mack Furnace Co., Chatham.
Coleman Lamp Co., Toronto.
Bird & Son, Hamilton.
The Alabastine Co., Paris.
The Hall Zryd Foundry Co., Hespeler.
The Gurney Foundry Co., Toronto.
Sanderson Pearcy & Co., West Toronto.
Canada Foundries & Forgings, James Smart Plant, Brockville.
Consumers Cordage Co., Toronto.
The R. McDougall Co., Galt.
The National Electric Heating Co., Toronto.
Aluminum Specialty Co. of Canada, 60 John St., Toronto.
The Slade Manufacturing Co., Owen Sound.
McFarlane Manufacturing Co., 208 Main St., Toronto.
Canadian National Carbon Co., Toronto.
Durham Duplex Razor Co., 50 Pearl St., Toronto.
The Equator Manufacturing Co., Hamilton.
Stewart & Wood, 82-84 York St., Toronto.
The McClary Manufacturing Co., London.
Standard Paint & Varnish Co., Windsor.
Benjamin Moore & Co., West Toronto.
Norman Macdonald, 62-64 Temperance St., Toronto.
Hardware and Metal, Toronto.
Kasement Skrene Dore Co., Toronto.
Louden Machinery Co. of Canada, Guelph.
The Taylor Bros. Cutlery Co., Hamilton.
Canada Cycle & Motor Co., Weston.
Ohio Varnish Co., Hamilton.
The Aluminum Ware Manufacturing Co., Oakville.
N. Slater Co., Hamilton.
Perfection Stove Company, Sarnia.
"Ideal" Aluminum Products, 2480 Dundas St. W., Toronto.
Brantford Computing Scales, Brantford.
Lowe Brothers, Toronto.
Oneida Community, Niagara Falls.
The Home Products Co., 151 Hyde Park, Hamilton.
Autostrop Safety Razor Co., Toronto.
A. R. Lundy, 257 King St. W., Toronto.
International Business Machines, Hamilton.
Rae Machine Tool Works, Hamilton.
Canada Needle & Fishing Tackle Co., Toronto.
Canadian Westinghouse Co., Hamilton.
The Glidden Co., Toronto.
Hamilton Stove & Heater Co., Hamilton.
Richards-Wilcox Canadian Co., London.
Newell Manufacturing Co., Prescott.
S. C. Johnson & Son, Brantford.
Premier Tire & Rubber Co., 707 Yonge St., Toronto.
Toronto Asphalt Roofing Mfg. Co., Mount Dennis.
The George Cooke Co., Toronto.
Richardson & Bureau, Montreal.
The Gendron Manufacturing Co., Toronto.
Canadian Consolidated Plate Glass Co., Toronto.
The Monitor Stove Co., Toronto.
Thos. Davidson Manufacturing Co., Toronto.
The Doherty Manufacturing Co., Sarnia.
Meakins & Sons, Hamilton.
Pease Foundry Co., Toronto.
The Boulton Paint Co., 167 King St. E., Toronto.
Canadian Buffalo Sled Co., Preston.
Duro Aluminum, Hamilton.
The D. Moore Co., Hamilton.
E. C. Atkins & Co., Hamilton.
Daniel G. Moody, 163½ Church St., Toronto.
The Boeckh Co., Toronto.
Banwell Hoxie Wire Fence Co., Hamilton.
Hoover Suction Sweeper Co., Hamilton.
The Stratford Manufacturing Co., Stratford.
The Steel Co. of Canada, Hamilton.
Brantford Roofing Co., Brantford.
Frost Steel & Wire Co., Hamilton.
The Coffield Washer Co. of Canada, Hamilton.
The Happy Thought Foundry Co., Brantford.
Hurley Machine Co., Thor. Shop, 273 King St. E., Hamilton.
Nineteen Hundred Washer Co., Toronto.
Maxwells, St. Marys.
Beatty Brothers, Fergus.
Findlay Bros. Co., Carleton Place.
E. T. Wright Co., Hamilton.
E. T. Wright Co. Wentworth Plant, Hamilton.
Canada Wire & Iron Goods Co., Hamilton.
Tallman Brass & Metal, Hamilton.
Dowswell Lees & Co., Hamilton.

Hardware Mutual Fire Insurance

Mutual Insurance Companies Have Not Only Paid Large Dividends to Policy Holders, But They Have Accumulated Substantial Reinsurance Reserves—Decrease in Board Rates Ordered in Some States—Loss Ratio One-Half of That of Stock Companies

Address by C. L. Clarke, Winnipeg, Canadian Manager Canadian Hardware and Implement Underwriters, before 17th Annual Convention Ontario Retail Hardware Association, Hamilton, Ont.

THE formal introduction of a representative of the Hardware Mutuals is hardly necessary as so many of you have our calling cards in the shape of policies. It seems to me, such being the case, we can plunge immediately into our discussion of Hardware Mutual Fire Insurance.

In the first place, gentlemen, why was it necessary to organize a mutual company for hardwaremen? Twenty years ago there were scores of stock companies ready and willing to do business with the hardwaremen. In fact these same stock companies were doing business with the hardwaremen and of this fact none were better aware than the dealers themselves for they were the ones who made out the checks in payment of the premiums. The only drawback to the stock companies system was that the hardware men knew they were being charged too much for their fire insurance protection. The rates were out of proportion and more than the business warranted. The result was inevitable and is now insurance history. Nine hardware men of Minnesota got together in 1899, guaranteed the necessary $20,000 to obtain Articles of Association from the State and in 1900 the first policy issued by a hardware mutual was issued by the Retail Hardware Mutual of Minneapolis.

You have already been appraised of the success of this company; how the members agreed to pay board rates and take back at the end of the year whatever saving was made; how at the end of the first year a dividend of 25% was declared; how that dividend was gradually increased until in 1908 the company was paying a dividend of 50% and has continued to pay the same dividend every year since. Also you know that a similar organization was launched in Wisconsin in 1903 and that in 1908 this company paid a dividend of 50% which it continued unfailingly to do every year since. In 1907 the organized implement dealers of Minnesota made the Minnesota Implement Mutual their official company and in 1913 this company started to a pay a dividend of 50%. These companies are the ones that have extended their facilities to you hardwaremen and I am firmly convinced that you have the foresight of the early members to thank for the financial strength of to-day. These members could have taken larger dividends years ago but they started out to make their companies leaders in the field and this they have certainly done.

Financial Backing

It is not, however, the savings which these companies make for you that I want to particularly emphasize. It is the financial backing of the companies and the deductions to be drawn from their success. Is it not remarkable that these three companies in addition to returning such large dividends have accumulated a reinsurance reserve of $2,251,000, and a surplus sufficiently large to guarantee the safety of the companies and the prompt payment of losses. The companies started from nothing and in the short space of twenty years have accumulated assets of over $4,000,000 and a net cash surplus of over $2,000,000. After all you buy insurance for protection and safety is the first consideration, saving the next. The net cash surplus of an organization is its strength for that is what it must fall back upon if losses are abnormal. By charging, therefore, the same premiums as board companies and returning a dividend of 50 per cent. at expiration of the policy we have a surplus which belongs to our policy holders of two millions over and above all liabilities. Where would that two millions of surplus be today were it not for the Hardware and Implement Mutuals? Why, in the coffers of

C. L. CLARKE

Winnipeg, Canadian manager, Canadian Hardware and Implement Underwriters, who spoke to the convention on the subject of mutual fire insurance.

the stock companies to be sure, instead of belonging proportionately to each and every policy holder. Hence, deduction number one—board rates on hardware stores are still too high.

Order Decrease in Board Rates

Please do not misunderstand me in my references to the stock companies. It is necessary that I refer to them for the purpose of comparison for we are using their figures as a basis to work. Their aim is to maintain excessive rates, ours is to reduce the net cost for you. They want you to help pay for losses on more hazardous risks. In support of the latter statement I would call your attention to the recent order of the Superintendent of Insurance of the State of Kansas to the effect that the various classes should pay their own way and that one profitable class should not be called upon to pay for the losses of classes which have shown a high loss ratio. Kansas ordered increases of 40 per cent. on steam railway properties, from 50 to 75 per cent. on automobile business, 15 per cent. on mining and oil properties and 20 per cent. on crop insurance. They ordered a decrease of 20 per cent. on mercantile business which is the hardwaremens class. We commend the Kansas department for its action but really, gentlemen, it is 20 years behind the idea of the Hardware Mutuals and their slogan "Hardware Insurance for the Hardwareman." Then again we have the order of the Missouri department ordering decreases averaging 15 per cent. on all classes. Nearer home we have the Ontario department hot and heavy after the board companies demanding that they reduce the cost of acquiring business with proportionate decreases to the purchaser. Do these eruptions in the business world mean nothing to you? Can you not see the reaction against stock company control? I wish I had the time to draw back the curtain and display the machinations of the stock companies. How at every turn in the road they are trying to block the irresistible advance of the mutuals not only by vile propaganda but by lobbying legislation. What a howl went up from their camp when a mutual man was put at the head of the newly created insurance division of the United States Chamber of Commerce. Figures were hastily prepared by them in an endeavor to show that the premium income of the mutuals was so small as not to warrant the elevation of one of their men to a position of this importance. Think of it! The mutuals were very glad to show their real strength and herein lies food for considerable thought. The mutual man stayed at the head of the insurance division.

The old order must change. While other companies have been bewailing the loss of premiums our companies have been experiencing an increase of business. Any company which held its own last year as far as premium income is concerned did remarkably well. I am glad to say to you that our companies made an increase in premium receipts last year of approximately $400,000. Why was it? Simply because the dealer is looking closer into his personal economics at this time than ever before. Conditions compel him to do so. If he can reduce his fire insurance overhead by 50 per cent. why on earth should not that be the first reduction in his general overhead. Many of our policy holders reduced their insurance on account of decreased values. This decrease was recovered and some added by placing on our books dealers who during the war were content to let well enough alone. But necessity has forced them to decrease running expenses and our companies have thereby profited.

Loss Ratio on Half of Stock Companies

The question is often asked after we have presented the results of a year's operations—How do you do it? There are a number of courses we pursue in order to save you 50 per cent. Probably the greatest is the question of losses and the next that of expense. I can only say with reference to the loss ratio that deduction number one becomes again deduction number two—the board rates are too high. Year after year our loss ratio is about one half that of the stock companies. Take our Canadian experience for 1921 as an example. The estimated loss ratio for all companies in Canada for the year 1921 is 65 per cent. Our loss ratio on Canadian business was 30 per cent. The estimated expense ratio for all companies in the United States and Canada is 45 per cent.

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Two Hardware Stores Outsell Five Garages In Auto' Accessories

Definite Testimony Given in Question Box Discussion as to Ability of Hardware Merchants to Sell Tires and Accessories—Turning Business from Credit to a Cash Basis—Some Methods of Collecting Slow Accounts

MANY helpful points were brought out in the Question Box discussion of the third day under the chairmanship of H. N. Joy, Toronto.

On the subject of best ways to handle slow accounts without offending customers, Mr. Allin, Lindsay, Ont., said, "You have to keep such accounts off your books if you want the people on the right side in your business. If you give a man credit you drive him away to a certain extent."

Concerning the average percentage of loss on credit accounts and methods of collecting tough accounts, Mr. Smith, Cornwall, stated that he had written off $2,100 in five years, of which amount $1,600 was one lump sum. A scheme by which he forced payment on a slow account was to send a bill showing an amount on the next sheet in the ledger instead of the right one, and he found the lax customer was quick to come to the store to have the mistake corrected, and frequently paid on the spot.

Mr. Barton, Port Arthur, Ont., does a credit business of from 70 to 80 per cent. of his total trade and his losses on credits have run from 2 to 4 per cent. according to conditions. We grant credit, but if the customer goes on a cash basis we give them 5 per cent. off, said Mr. Barton. F. B. Smith, Belleville, finds red stickers on accounts, with a message gradually becoming more to the point, an effective way of bringing payment. He finds it better to offend a customer whose account is long overdue, if necessary, and his experience has been that few, if any, customers have been lost in this way. Secretary Macpherson reports that in twenty years he did not lose over $400 on credit accounts, but admitted that it was largely governed by the locality. George May makes an allowance each year of 1 per cent. for bad debts but finds it rarely reaches that amount.

Small Loss

George Mathewson, Toronto, does a credit business of from 60 to 75 per cent. and his losses have not amounted to 1 per cent. Mr. Smith, Cornwall, does a large business with farmers and says he has yet to lose a cent on accounts. Mr. Joy told of his experiences in northern Ontario in putting a hardware business on a cash basis. In a country where nearly all business was on credit, he increased his business on a cash basis by advertising that lower prices could be given by eliminating the possibility of loss through credit accounts.

Mr. Allin, Lindsay, Ont., said his firm had been on the cash basis since September 1. This had been done largely because of ill-feeling aroused with certain customers over a disinclination to grant credit, and his experience with a large farmer clientele has been most satisfactory. The change was advertised broadcast and letters sent to those with accounts on the books. The business in the following two months was double that of the same months in the previous year. All phone orders were sent c.o.d., and many such orders were on hand before nine o'clock of the first day the cash basis was started. Prices on all lines were reduced approximately 10 per cent. To-day there are nearly as many accounts on the books but they

H. N. JOY

West Toronto, Ont., who led the Question Box discussion on the third day of the convention.

are with builders, painters, people building houses, etc., and do not represent the former small accounts.

Monthly Accounts to Telephone Customers and Those Building or Painting

On this subject George May stated he did a good deal of telephone business and that it was all c.o.d. Builders and painters are not given credit. Mr. Joy thought the cash principle would be violated if 'phone orders were allowed credit.

Selling Auto Supplies, Tires, etc.

On this subject, while a number of merchants were inclined to question the advisability of handling these lines, the testimony of a number of other merchants was very definitely in favor. Wm. Kerr, Dundas, Ont., said there were two hardware stores and five garages in his town and the hardware stores sell many more accessories than the garages, except in tires.

K. I. Thompson, Owen Sound, does not handle accessories but has a large tire business. A good trade was done the first year, the second year six times the business of the first year was done, and the third year has doubled the second year's business. The sale of tires has been a huge success. Mr. Thompson stated that the garage people were wanting them put off the list because of the keen competition. Mr. Thompson said that he had always maintained prices and sold for cash. The success is attributed partly to the complete range of tire sizes carried. Frequently orders are received from great distances because of the ability to supply all sizes.

THE BANKER AND THE RETAILER

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operations he has to provide for cash expenditures which never cease until goods are sold. In most cases he must pay cash for his raw material and his fuel. His pay roll of wages faces him week by week and must be met. There is no possibility of asking credit here. In some lines where wages are the most important item of cost, getting the money to pay the wages is the most harassing of all financial pressures, much greater than meeting accepted drafts, for the drawers of these can be approached for a renewal in a pinch, while a request to a lot of working men to defer payment of wages is quite impossible. In such circumstances the manufacturer must have recourse to his banker.

Under the Canadian Bank Act special facilities are provided to enable him to give security upon the goods, wares and merchandise manufactured or procured for manufacture, so that he may meet this difficulty. This has been a tremendous factor in building up the business and prosperity of this young country where capital is naturally scarce, and accumulated wealth is not pressing for investment as it is continually in older countries.

Retailer Doesn't Need Bank's Advances

It is clear, therefore, that a merchant, having the power to buy goods at all times on credit, has no reasonable ground for asking regular advances from his banker. He is a foolish man who starts in business without some capital, and surely the minimum should be enough to take care of freight and customs duties, and to keep him from being wholly dependent upon the good will of others. It is therefore that loans to merchants are considered as irregular in the nature of things, and only to be granted in exceptional circumstances.

I have already stated that the Bank Act permits a manufacturer to give security upon his product, but it would be most improper to allow a merchant to do so, for a large part of a merchant's stock has usually been bought on credit. The goods on his shelves are probably not yet paid for, and therefore it would be most inequitable to allow him to pledge these for advances, or for the bank to count upon them.

There are, of course, circumstances, generally seasonal, which make it perfectly right and proper for a bank to grant temporary advances to a merchant, but they should never last more than two or three months at the most, and where they are granted to a firm, the endorsement or guarantee of each individual in it should be

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HARDWARE MUTUAL FIRE INSURANCE

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yet our companies ran true to form with approximately 20 per cent. As to the expense ratio on our Canadian business, I would say that it was considerably above normal in 1921 but that is easily accounted for in the equipment of our chief office in Winnipeg, advertising and the hundred and one necessary items in the opening of a new field. Admittedly a company cannot expect to experience a normal expense ratio the first year in a new territory. But the result of our January 1922 business indicates that when the ratios are computed for 1922 there will be no great difference.

Referring again to the question of losses I would like to point out that our inspections have a great deal to do with keeping down the number of fires. However, the best inspector is yourself and as a policy holder in this organization you are vitally interested in the amount of losses both individually and collectively. Individually because it is the individual losses which make up the whole and whole is the figure upon which we compute our experience. Therefore it behooves us all, and this applies to everyone whether applicable to our insurance or not, to watch your own risk carefully. Clean it up daily, keep the rubbish and packing out of the basement. Allow nothing to accumulate which would assist the spread of fire. By all means take particular care of your oils. Do not let them drip on wood floors but provide, and you can do so at a very moderate expense, a drip pan for every barrel. You know you can fill a gallon measure with coal oil, place a lighted match on the surface and the only result will be that the match will burn itself out, but let that coal oil soak into wood or waste and water will not put it out. If waste is necessary have an enclosed can purposely for it. Have your electric wiring checked over periodically. If any of it is supported by nails take it down at once for there is a fine place for fire to start. Eventually the insulation of the wires will wear off and when the wires come in contact with the nail short circuit results and a fire is started in no time. If necessary to suspend wiring do it with twine. By being individually careful you keep down the enormous fire waste of this country and reduce your fire insurance cost as the same time. Our representatives are always more than glad to go into these matters with you and will welcome your inquiries.

An Important Point

We come now to a point over which there has been much needless discussion, that is the question of our mutual policy conditions reading as follows: "The contingent mutual liability of each member of this company for the payment of losses and expenses not provided for by its cash fund, shall be a sum equal to and in addition to one-third of the cash premium written in this policy." That means a total assessment liability of one additional premium or one-third to each company. Reflect for a moment on the reason for inserting this clause in our contract originally. When the companies were young the various policy holders required definite assurances that if the premium deposits were insufficient to pay the losses that should they be one of those unfortunate enough to suffer a loss they would know they could collect and in purchasing the policy could feel absolute safety in so doing. What was the result. Instead of being compelled to collect additional funds under the option of the policy conditions it was found that the deposits based on the board rates more than cleared the expenses and losses and that dividends could be paid even after setting aside a specific sum for surplus. Still the clause was considered a safety valve and even though the surpluses of the three companies individually are so large now that non-assessable policies are permitted them by the States in which they are domiciled we still feel that the clause should remain for your individual protection. I tell you frankly, gentlemen, that if the time ever comes when it is necessary for us to use that clause and make an assessment you will find the largest stock companies in the hands of receivers. Let me read you what former Commissioner of Insurance, Hon. F. H. Hardison, of the State of Massachusetts, has to say on the subject: "Is the liability to assessment in a well established and well managed full advance premium mutual company probable? I challenge the production of any records that it is. It is no more probable than that a well established and well managed stock company will be unable to pay its losses. Neither the assessment nor the insolvency will come without a catastrophe, and seldom, under modern methods of distribution and reinsurance, even if the catastrophe gets in its dread blow. Hence I hold that the liability to assessment in such a mutual company is negligible." Any competitor that uses our mutual policy conditions for their own gain immeasurably weakens his own case.

SUCCESSFUL ADVERTISING

(Continued from page 62)

plainly in your window. Neat price tickets are a tremendous help to sales. Here again the chain stores have established a very definite policy and I can tell you that chain stores have to be operated mighty efficiently if they are to make money. I have talked to chain store executives and I know in every case they emphasize the importance of price tickets. Even in such an exclusive shopping district as Fifth Ave., New York, the price ticket has its place. A series of experiments was carried out in that high priced shopping district and the window which displayed the prices of the goods it contained was the window which was most profitable to the merchant. The day of marking your goods with hieroglyphics and keeping their price a dark secret is gone by. Well displayed and priced goods in your store will sell themselves. Frequently your customer is timid about asking prices. He does not want to bother the clerk until he has made up his mind as to whether he will buy or not and so he passes out of the store without the knowledge he wishes to have and he may never come back. The price ticket may make the sale on the spot without any effort on your part. I do not mean by that only cut prices should be advertised—far from it. Study the use of the price ticket as you will find it an effective ally in your efforts to build up sales.

Build on Primary Basis

And now we have covered briefly, the first essentials in advertising your business. Get them right and you have laid a firm foundation on which to build your other advertising and get results. What is the use of advertising in newspapers, in circulars or by signs to attract people to your store if, when they reach there, they find a sloppy and untidy establishment, goods poorly displayed, or indifferent or discourteous clerks. You are simply bringing that customer to your store to impress upon him that your place is a poor place to shop and then you turn him loose with that impression, which may remain fresh in his mind for many a long day and by him be passed to others.

And now that we have our inside organization working along proper lines, what else can we do to advertise our store. If we live in a newspaper town or city, naturally you will expect to use your local paper, so let us consider some of the essentials of successful newspapers advertising.

First of all, is the matter of space, as on that depends the amount of money spent. One of the important features in any type of advertising is persistency. If you are going to advertise in a newspaper there is no use in being in to-day and out to-morrow. Adopt a fairly consistent schedule so there will be some continuity to your advertising. Let us take smaller space and use it fairly frequently then large space only occasionally.

Then, as to copy; why do people subscribe to newspapers? Because they wish to read the news. Then just inject that same idea into your advertisements. Make them newsy, chatty, readable and make your statements definite. Don't simply say, "We have a fine line of pocket knives, come in and look them over." Or don't even be satisfied to say, "We have a fine line of pocket knives, priced from 25 cents to $9.00." In that case you are neither newsy or definite. For instance, "At 25 Cents, we have some one-bladed knives which are excellent value at the price, but, of course, if you want a good serviceable knife you have to pay more for it. At 95 Cents, we offer a particularly good line, two blades, fine Sheffield steel, made by one of the world's most famous makers. It is a dandy knife for a boy or even for the man around the farm. We think it is one of the best values we have and therefore, we mention it here. A good, serviceable knife at 95 Cents, and so on." Study your proposition and you will find lots of interesting newsy little items in regard to the goods you handle. Then don't be afraid to give the prices.

The reader will think to himself. Ah! a good knife at 95 Cents. I think I will drop in and get one of those and when you have him in the store, think of the opportunity you have of selling him other goods.

Truth in Advertising

Then make your advertising truthful. Don't exaggerate, don't overstate. If a product is at a low price, don't give the man the idea that he is receiving a high-grade product at half the usual price. It may be excellent value but it may not be as good as it should be and if the customer wants the best he has to pay a higher price. Truthfulness in your advertising establishes confidence, and the confidence of the community in your business and in your integrity is a tremendous asset to you. When you get it by hard work, be very jealous about it and don't let it go.

So, in review, in writing newspaper advertising or any other advertising for that matter, make it newsy, make it truthful and make it definite and don't be afraid to mention prices.

Just imagine what a useless thing the Simpson or the Eaton Mail Order Catalogs would be if they contained no prices. Therefore, take a leaf out of the practices of the big fellows who have grown big because they knew how to do business, and apply them to your own business.

Another big field for you to develop in your advertising is the direct-by-mail method. That is the sending of circulars or letters to customers or possible customers. To do this properly you should really make a survey of the possible field for the development of your business. That is, does it only include your town or part of your town, or does it stretch itself out into the surrounding district. After you have decided as to what section you expect to work thoroughly for business, prepare your mailing list carefully and, if possible, plan to reach your list once a month with some interesting circular or other piece of literature. Frequently, you may only use a part of your list as you may have your list classified so as to work a particular type of buyer on a particular proposition.

In preparing direct-by-mail literature, letters, etc., you can receive a great deal of help from many of the manufacturers, whose lines you handle. Some of them specialize in this type of co-operation w t the retailer and have much valuable and helpful material available for your use which is excellent in itself and helps you to keep down the cost of the work you are doing.

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First Annual Banquet a Great Success

Large Representation of Hardwaremen Attend First Annual Banquet Arranged by the O. R. H. A.—Wit and Wisdom Aplenty From Capable Entertainers and Speakers—Some Views on the Outlook for Hardware and Metals

THE first annual banquet arranged by the members of the Ontario Retail Hardware Ass'n. in connection with this year's convention was a decided success and marked another forward step of importance in the annals of the organization. A most enjoyable repast and entertainment were provided for the occasion of the banquet on Wednesday evening, and a large number of retail hardwaremen were in attendance. There was wit and humor aplenty, and some excellent music and other entertainment and some brief and interesting addresses from representatives of various branches of trade.

Toasts to the King, President of the United States and to Canada were proposed by Toastmaster Nelson Mills, the latter fittingly responded to by Colonel C. R. McCullough of Hamilton, better known as the moving spirit in the founding of the Canadian Clubs. Col. McCullough pointed to the hardware trade as adequately representing the mercantile life of Canada, and referred to it as one of the three chief lines of endeavor for which boys in his early days had yearned.

Character of Community Indicated By Hardware Store

"The character of a community is pretty well indicated by its hardware shop," continued Col. McCullough, "and when you find a shop that is kept by a regular hardwareman and find goods in orderly array you will find a shop in which efficiency is not a mere name. This then might be described as 'Canada in miniature.' "

Referring to the singing of "O Canada," Col. McCullough touched on a patriotic strain in remarking that this singing was of valor shielding the fireside of our homes. He fittingly linked this up with the early trials of the pioneers to whom we owed a great debt of gratitude and whose principles must be emulated in our present life in order to overcome the difficulties of today. It requires a great deal of courage to face the problems which have arisen in the post war period, but Col. McCullough thought that the spirit which won the war would bring us out on top in the present situation.

"But we should not keep all our courage for war, we should exercise it now, for this is the time a man should exhibit his patriotism and we should make a serious attempt to 'come through.' "

Col. McCullough congratulated the association on the exhibition and regretted that more adequate facilities had not been provided for such an important affair. Hamilton being so thoroughly representative of the hardware industry, he thought a special effort should be put forth to provide all the facilities necessary to hold this important annual convention. Referring briefly to the future, in conclusion Col. McCullough pointed out that more must be produced, more work must be done, men must not expect to be paid more than their services are worth and more efficient methods for handling goods must be devised in order to allow Canadian goods to find a sale in the world's markets.

GEORGE SPENCE

General Sales Manager, Steel Co. of Canada, who congratulated the association on its progress and dealt with outlook for future business.

"In going back to your businesses you should plan to carry on with the care which has always characterized your trade and influence people to buy carefully and according to their needs. Do not defer till the spring things that can be done now. Let us learn now to be constructive in our efforts in Canada as our fathers were long ago."

Plenty of Wit and Humor

A most unusual and pleasing phase of the entertainment was the message, full of wit and humor, given by D. Wells of Buffalo, N.Y. carded as poet, writer, newspaper man. Mr. Wells' unique style and affable personality, were important factors in the success of his message which occasioned many and prolonged outbursts of mirth as he dealt with the various emotions experienced by the average person returning to their old home town after a lengthy absence. Many of the situations described rang true with the experiences of practically everyone present and thus a more personal atmosphere was established which made the message more forceful and interesting. Mr. Well's oration, into which was worked several creditable selections of original poetry, fully lived up to the high expectations aroused in the audience by Secretary MacPherson who was instrumental in securing Mr. Wells for the occasion.

Iron and Steel Outlook

Representing Hamilton manufacturers, George Spence, General Sales Manager of The Steel Co., of Canada, welcomed the retailers. Mr. Spence referred to 1921 as a trying one for both manufacturers and retailers.

"During 1922," continued Mr. Spence, "it looks as if competition will be very keen indeed. The manufacturers of iron and steel and its products have borne their share of the deflation of the last twelve months. Steel manufacturers in the United States have suffered very greatly, some of them showing losses of many millions. We hope that Canadian manufacturers will not report as unfavorably as that. We are looking forward to the practice of economy to a greater extent than before and we recognize that we must be more efficient than ever. We want the hearty co-operation of the Canadian buyer as we are so close to the U. S. line that competition from outside makes us put forth our best efforts."

Speaks For Wholesalers

S. H. Alexander, Wood, Alexander & James, congratulated the association on its first banquet. "To me it is the best you have ever had," said Mr. Alexander who continued by pointing to the healthy condition in the hardware trade as indicated by the small number of failures in this trade. The manager of one of the mercantile agencies had told him that in Hamilton and seven surrounding counties there had not been a single hardware failure in two years. Mr. Alexander thought there were more hardwaremen present than ever before and that much of this was probably due to the good work of the permanent secretary.

"Looking at the markets as I see them today, I believe it is fairly safe to buy goods," said Mr. Alexander, "and the retailer who goes without goods thinking he may get an advantage of a slight 5 per cent. or 10 per cent. in price is fooling himself. In the next few months I imagine you will see as many increases as declines. Take advice and buy a reasonable amount of goods for the early spring toward which we are headed."

MAINTAINING PRICES ON SPECIAL LINES

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newspaper advertising and similar forms, but. of course, he could not reasonably expect this.

Nor can the kitchen-cabinet manufacturer hope that all the women able to purchase a cabinet will see one of his cabinets on exhibition or learn about it from a purchaser or a salesman. He must use advertising mediums to inform them. At the same time he must do such distributing of his goods and he must plan such sales work that he can get the full benefit of what he spends in advertising. Advertising mutliplies the work of the salesman and enables the manufacturer or the merchant to talk to thousands where, without advertising, he would talk to hundreds. It is easy to lose fortunes quickly from injudicious advertising, but judicious advertising makes the field of many concerns almost limitless.

Advertising is of much more importance, however, to some lines than it is to others. Such staples as bread, sugar, coffee, etc., if of good quality, can be sold without advertising, though it will be freely admitted that the advertised bread or coffee is much easier to sell than the unadvertised brand.

When the goods are unknown to the consumer, though they may be of excellent quality, the salesman has the burden of making the favorable impression, of convincing the consumer that the goods are the equal of some well-known brand. This is sometimes an easy thing to do, but at other times it is difficult. Retailers concede that advertising creates sales and brings many orders that they would never get if no advertising were done for the goods, but they sometimes argue against advertising on the ground that it permits the manufacturers to get too much control of the retailers' trade. Some large retailers, especially, are inclined toward having their own lines of goods, or lines that bear their own label, as far as possible.

Prestige of Known Brands

In a way, it is unfortunate that one aggressive advertising campaign usually makes it possible for manufacturers of competitive goods to follow in the wake of the advertised goods and get considerable patronage from retailers who incline toward the policy of handling the goods on which the largest profits can be made and which they can control more easily than goods that are well advertised by manufacturers. The successful retailer of good capital and a large following is in a better position to force his private brands than are others. Manufacturing problems are too much for most retailers. Well-known brands often give more prestige than a retailer's name.

In nearly every line some manufacturer so far excels the others that his goods are acknowledged as the standard which others try to equal. Nine times out of ten, yes, ninty-nine times out of a hundred, the standardized goods, the goods the others try to imitate are well advertised and the imitation is not advertised or only sparingly so.

In the old days of the west, stray, unbranded calves were called "Mavericks," they were without pedigree, without identity,—without known value—they were just "Mavericks."

To-day, unbranded, unadvertised merchandise is plentiful upon the market, because the manufacturer has not trade-marked his product. You know not whence it comes. Who is responsible for it, who sponsors its quality, and vouches for its worth? Nobody. It is a "Maverick" among merchandise.

An advertised, trademarked article has the 100 per cent. backing of the man who made it. It is an established product. It is only such because it has passed the acid test of public use, or if it is new, the trademark is the manufacturer's pledge to stand behind the article and see it make good, or make good for it. But it is his, he wants you to know it and he tells you with his trade-mark. He is so sure of its quality that he is willing to stand the full force of possible complaints. So I say to you, for safety and economy to-day, buy trademarked goods of known value.

Purchasers of merchandise have no time, money or ability to waste in experimenting. In the factories and laboratories where advertised goods are perfected, specialists are employed to do the testing and experimenting, and after the finished goods are placed on the market with the maker's trade-mark, there is no necessity for mistakes in using the article.

The dealer who offers his goods to the public sees to it that those goods are of standard quality, then he must determine the amount of profit he can sell his goods at and fixes his price accordingly, considering all necessary overhead costs in his expenses. He cannot allow his stock to be carried away promiscuously with no system, or his trade would not get a square deal and his business would go to smash in a short time. His goods represent his stock in trade.

Professional men must act on the same principle and secure an equivalent for that which they dispense to their clients. Material that has been on the market for a good many years, has been made on honest principles, perfected, and never sold for reduced prices is worthy to be considered and preferred.

A really pitiful thing in the market today is the unknown brand, nobody knows it, nobody wants it, though it may be perfectly worthy. Selling it is a thankless job and using it may prove to be a disappointment with no redress.

Reputation in Advertising.

Profits come from turnovers, not from leftovers, and advertising helps to increase the turnover. The manufacturer who advertises his product stakes his reputation on the quality of his goods, which is an insurance of merit. It is estimated that dealers' patrons change from 25 to 40 per cent. yearly and stores handling advertised products do not have to re-educate this constantly changing clientele. Standard brands bring repeat sales and thus the quicker turnover enabled by standard brands gives a larger number of profits during the year. Advertisements are very much like soap after a blanket is washed, you don't see the soap, but you know it has done its work.

Three actors on the stage in a New York theatre were discussing what each had done to help win the war. One of them joined the army and had gone to France. The second had joined the navy and gone to sea. The third man said he was a producer. He had stayed home and produced food. The others acknowledged that his service was just as necessary as theirs and asked what kind of food he had produced. He said he fattened hogs. They asked him if he found it profitable. He said, "Well, I bought 10 hogs for $25 apiece, I fed them $250 worth of feed and sold them for $50 each." The soldier said, "Why, you didn't make any money on them, you just broke even." "Yes, I know," said the man who stayed at home, "but it was the patriotic thing to do and then I had the use of the hogs all winter." Just the same with unstandardized, non advertised merchandise, you buy it because it is cheap, you keep it on the shelves and when you have had the use of it for six months you have to stand up by the counter and persuade people to buy it cheap. After all this fun, what about the space it has taken up and the expense, either in rent or interest on your investment?

The manufacturer in fixing a firm wholesale and retail price has studied the question from all angles and is pretty sure to put the retail price as low as possible and still allow a fair margin of profit to the dealer. Many firms insist on a contract in the order form binding the merchant to maintain a price, but others depend on the self interest of the merchant to market the article at the regular price, and after all this is the right principle. You cannot so well force a man to do your will as you can influence him from a regard to his own interest, and by his sense of fairness to his customer and to his supplier. By fixing the price, the manufacturer protects the dealer from loss by a sudden decline in the market, while the stock in hand in case of a rise naturally returns a greater profit if the dealer wishes to take advantage of it. Unadvertised goods of a staple nature, commonly pass through more hands such as commission men, brokers, importers, exporters, etc., than special and advertised articles. In times of scarcity therefore, prices are unduly enhanced and in a panic the market goes to pieces, making an element of risk that the merchant cannot always discount. It is much easier to manufacture creditable goods than it is to build up a profitable market for them. To sell successfully, goods must be meritorious, but the long list of manufacturers and dealers of meritorious goods who have failed to build up a highly successful business should convince anyone that the handling of a product after it is made, plays the largest part in the success or failure of the product.

There comes a time in the life of every small boy when he walks into a grocery store and after making sure that there is a safe line for retreat asks the grocer if he keeps eggs and when answered in the affirmative says, "Why don't you sell them," and immediately departs as fast as his young legs will carry him.

We very frequently think that there is, after all, a lesson in this youthful impertinence, a lesson certainly for the smaller town dealer. In the large city the tremendous commercial organizations known as department stores make no distinct effort at individual salesmanship, because they carry, or are supposed to carry, everything and their advertising is merely a matter of tabulating merchandise and quoting prices. They exercise no influence upon public taste carrying chiefly those goods upon which there is an established demand or goods which they can buy in quantities at a very attractive figure.

Can Merchants Educate Buyer

The merchant in the small town, however, has upon his shoulders the responsibility of being a public educator. He is, or should be, an authority upon what people should buy, his stock should be representative of the ideal of merchandise in his community. In very few cases should he accept inferior merchandise even if he sells it as such at a price and in every instance should he advise his customers individually that the best economy is in the purchase of the best materials.

The public which he serves does not expect in a store of moderate acquisitions an exhibition of all kinds of merchandise. They rather expect the store keeper to exert a power of selection to supply them with the things that they need at a price consistent and of a quality which he can personally recommend.

We have eminent respect for the dealer in the small communities. In ninety-nine cases out of a hundred he is a strong influence for the good, he is fair in his prices and fair in his dealings with others and we know of few instances, when given a choice, where he has not chosen for his trade the best of two pieces of merchandise. It is comparatively rare when this man does not place quality, utility, satisfactory service to his customers above the immediate profit in a single sale.

There has been a tendency among a certain class of merchants to overlook the benefits of the fixed price arrangement and to use a well known fixed price article as a leader in his bargain announcement.

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To Incorporate Ontario Retail Hardware Ass'n

Resolutions Committee Endorse Efforts Toward Incorporation and Adoption of By-laws—Appoint Retailers to Solicit New Members

THE Resolution Committee of the Ontario Retail Hardware Association, consisting of Messrs. R. Hawkins, Smiths Falls; D. K. Clark, Hamilton; W. Hanna, Port Carling, and Jas. MacGregor, Caledonia, made the following recommendations:

We, your Resolution Committee, would recommend the adoption of the following:

1. Treasurer's Report.
2. Secretary's Report.
3. Auditor's Report.

That as a matter of principle, the function of the jobbers should be to sell to recognized retailers who carry stock of goods offered for sale, except special cases, such as factories, etc., when a slight preferential in prices should be allowed the dealers.

That this Association sanction the action of the Executive in endorsing and making arrangements with the Canadian Hardware and Implement Underwriters to make favorable terms for insurance of hardware stocks.

That the incorporation of the Ontario Retail Hardware Association be proceeded with and the constitution and by-laws as prepared by the Secretary be adopted.

That the thanks of the Association be tendered the exhibitors and manufacturers' associations for their support and co-operation which contributes so much to the success of the Convention; to the retailers of Hamilton, and to the hotel management for the excellent arrangements for comfort and convenience of the guests, and particularly in connection with the banquet served on behalf of our Association; to the speakers for their instructive addresses, and last but not least our appreciation of the very valuable support and services rendered by the hardware trade papers.

That the following members be appointed to canvass amongst the retailers to enlist further membership and urge a more extensive attendance at future conventions: E. J. Carter, Jarvis; James Hunter, Wiarton; D. B. Wilson, Napanee; Iven Cook, Leamington; H. A. Mistele, Rodney; James Wright, Glencoe; E. J. Creeper, Owen Sound; F. A. Ricard, Sudbury; A. W. Allin, Lindsay; C. C. Lee, Goderich; James Duke, Grand Valley.

R. HAWKINS

Who spent his first year on the Executive Committee of the O. R. H. A., in 1921. Mr. Hawkins took a keen interest in the Question Box and other discussions

SEEN AND HEARD AT CONVENTION

George May was on the point of dozing off at the Tuesday morning session when he heard the familiar Kiwanis bugle call in the rotunda of the Royal Connaught. Heeding the "call of the clan" he received an invitation to luncheon with the Hamilton members

President Nelson Mills experienced some peculiar sensations when Mr. Penberthy in his address pointed out that his purchase of a pair of storm door hinges in the Mills Hardware had not occasioned much show of resourcefulness in that the salesman did not try to sell him any of the other range of articles which might be required, but Mr. Mills equanimity was restored when Mr. Penberthy pointed out that this was undoubtedly due to the fact that Mr. Mills and his head clerk were attending the convention.

So interested were a number of the delegates in having much of the valuable information brought out at the convention, passed on to others in the trade unable to attend, that frequent enquiries were heard as to whether this or that address or discussion would appear in Hardware and Metal. These enquiries were assured that a full report of the proceedings would be given in the February 18 issue.

"SAVE THE SURFACE" CAMPAIGN

(Continued from page 65)

ship. We have got to strengthen up our personal contact all down the line. The manufacturer and the jobber are limited in their opportunity for personal contact with the consuming public, but the retail distributor has unlimited scope for exercising it if he is performing his proper function as a retail distributor. I have called it a proper function, it is his rightful function which no manufacturer or jobber wishes to encroach upon if the retailer performs it properly. This applies to every form of goods, not alone paints and varnishes.

How is the retail distributor to function properly in connection with the "Save the Surface" idea? My answer embodies the practical means afforded by the Committee and which I will briefly describe. Before doing so, however, I wish to point out that the retail distributor who links up closely with the Campaign is bound to be, together with his clerks, saturated with the "Save the Surface" arguments which can be made a tremendous selling force in his personal contact with his customers. In fact, it is essential that such should be the case. Realizing the important function you have to perform in this respect, the Committee have formulated a series of four letters, each one outlining very clearly how you can carry this out.

Mr. Mihell also showed samples of new campaign illustrations and some advertisements of retailers showing use of the "Save the Surface" slogan, loaned by Hardware and Metal.

At the Ontario Retail Hardware Convention

Initial Address of New President G. E. May

Wants 1,000 Members by Next Convention and 997 to Attend, Eliminating Three Who Persistently Disgrace Association Through Drunkenness —Prize Drawing Contest

HAMILTON, ONT.—After the election of officers on Friday morning a hearty vote of thanks was extended to Nelson Mills, retiring president. Following is the introductory speech of the new president, George E. May:

"I thank you for the honor you have conferred upon me. It is undoubtedly a very distinguished honor to be elected president of the O. R. H. A. An honor that I am quite sure might have been more fittingly bestowed upon more capable shoulders at the present time.

"I can assure you gentlemen that it gives me great pleasure to accept this office and in view of the splendid secretary we have and the fine executive committee, and the anticipated help of my good friends the past presidents and the trade press, I am hopeful that along with the sympathetic cooperation of the entire membership of the association we shall all, pulling together, be able to maintain the fine traditions of our organization.

"When I remember all the distinguished gentlemen who have presided over our association in past years, I feel I will have to aim high and walk very circumspectly to maintain the standards set by them.

"This association has had remarkable growth. It appeals to the best men in the trade because we are giving invaluable assistance to the hardware trade of this province. There is a great future in store for us. We want 1,000 members for 1922 and we want 997 to attend our next convention. The odd three are the ones who persistently come here and get drunk as pigs and cast a shadow on us all. Candidly, gentlemen, I think the time has come when we can get along without that class of member. It brings disgrace not only upon himself but on our organization."

Other Members Indignant.

In the discussion that followed Mr. May's address many members waxed indignant over the conduct at the convention of certain members, and a decision was made that steps would be taken to ensure that there is no repetition of this cause of complaint at future conventions.

Prize Drawing Contest

A prize drawing contest was conducted by A. J. Wright, Hamilton, past president of the association, and judging was done by G. D. Davis, manager Hardware and Metal. Twelve prizes were drawn and distributed to members, the first prize being a cabinet of community silver.

OFFICERS ELECTED BY O.R.H.A. FOR 1922-23

President—George E. May, Toronto.

Vice-President—F. B. Smith, Belleville.

Secretary—W. F. Macpherson, Prescott.

Treasurer—John Caslor, Toronto.

Executive Committee—Nelson Mills (retiring president), Hamilton; R. Hawkins, Smiths Falls, Ont.; H. N. Joy, Toronto; W. H. Bartlett, St. Marys Hardware Company, St. Marys.

MAINTAINING PRICES ON SPECIAL LINES

(Continued from page 74)

This practice is unfair to the manufacturer, tends to destroy the confidence of the public in the real value of the goods and disturbs the trade generally without bringing to the price cutter much advantage. I would like to see a resolution put through this meeting to bind the members to first consult the manufacturer of branded and well advertised goods before advertising a bargain price on these goods.

Now if you will allow me to make a few suggestions on selling advertised goods I will give them for what they are worth and trust you to see if any of them can be applied to your business. A merchant wrote to the Retail Public Ledger:

I am the fellow who used to be such a bitter enemy of advertised products, but who finally "saw the light." In this letter I want to tell you how I make the manufacturer's advertising work for me.

Powerful Selling Factors

In the first place, I read very carefully the advertising pages of the important magazines and newspapers that circulate in my locality and mark or clip out the advertisements of goods that I sell. I might say also, that I have another reason in doing this—to keep in touch with the market and learn what the new styles and inventions are. But to get back to the other point—I make my newspaper advertising up-to-date and timely by featuring goods that are being advertised by the manufacturer at that time. When I write my copy I have the manufacturer's advertising before me and use considerable of his copy. That lends a double punch, as a repetition is a powerful selling factor, as witness the Bible. Once a month I issue a circular, and feature in it articles that have been advertised in the magazines and newspapers during the last month.

I further make it a point to get duplicates of the cuts the manufacturer has used in his advertising. This gives my ads a prominence that could not be obtained otherwise. I select from the manufacturer's stock the display signs and fixtures that best fit my store and make judicious use of them in my windows and inside.

I had a carpenter make frames in which I can display proofs or the actual ads. I have three frames, one holds a newspaper page, another holds ads the size of a Saturday Evening Post page and still smaller one to hold smaller pages. I put the ad. in the window, with a display of the product advertised.

My business has almost doubled since I started to push advertised goods.

Tell them the facts—If you're up against the mail-order menace and are seeing good elegant dollars that should go plunk into your cash register, flit away to Toronto or the home of some big mail order house, don't sit down and feel sad for yourself.

Get busy with a little propaganda of your own, and put a few facts before the taxpayers of your town.

Ask them how much money the mail order houses contribute to the taxes of your town, do they help to pay a single item of the expense of keeping proper fire and police protection, for public improvements, for schools and school teachers?

You know they don't, and the people who are buying from them are doing so without considering carefully just what they are doing.

Telling the Facts

If these fellow citizens of yours figured out for a single minute that money sent away from home doesn't contribute one penny toward home town labor—doesn't help fill the dinner pail of a single local worker—doesn't help broaden the knowledge of the children of the town or add to the attractiveness of the town, they'd mighty soon quit sending their money away.

But how are they to know if you don't tell them—how are they to know that money spent with local merchants travels in circles and actually gets into circulation when it is rung up on the dealer's cash register?

You spend your money in your home town. You buy food, clothing, automobiles, sewing machines, pianos. You pay your help for store and home. You buy homes that are taxed and all the things you and your family need in homes, you pay personal taxes, you are or should be a good contributor to the fund that makes your home town attractive, helpful and prosperous.

Further than that, if these townspeople of yours run up against a season of "hard times" and need a little assistance in the way of credit, they get that credit from you, whereas they must "come across" every time when they buy from mail order houses.

COMBATING BUSINESS DISEASE

(Continued from page 59)

a rising overhead. That is the counteraction for the growing pains of expenses, which, the less we sell, is the more acute and this the way to beat the law, which exacts a fearful toll for inactivity, be it forced or characteristic.

More Sales—And Yet More

It cannot be gainsaid that there are rare circumstances which temporarily cripple the hardware business. No one better appreciates than I the immediate depression which follows the closing down of a large industry on which the community depends for its purchasing power. In these circumstances there is much to be considered and I would not be sincere, nor would it be logical for me to state that the activity which we are agreed is the cure for business disease could change such a condition overnight into prosperity. But, gentlemen, we are not all doing business in communities of this nature and to those even who are so situated a great deal can be done through concentration and intelligent sales effort to greatly improve these negative business conditions. There are always men in your community who have money—there are Doctors, Lawyers, Dentists, Railway employees, Barbers, Butchers, etc., who through direct solicitation, aggressiveness and service could be attracted to your place of business. There are towns within the Dominion who through the closing down of a key industry might be termed unfortunate, but not more so than the man who helps heap misfortune on the community and himself by figuratively pulling the blinds and waiting for business to improve.

We are passing through a period when originality of thought and action will prove of far more benefit than following the lead of others. At no other time in the history of business has the law of survival of the fittest so relentlessly demanded its pound of flesh as it does at the present. It is up to us as individuals to devise ways and means which will best enable us to grapple with those problems peculiar to our respective communities, and, in order to do this, we must put on our "thinking caps" and act productively.

Systematic and intelligent thought applied to our business will reveal the fact that our different paths are intersected with periods of opportunity. These opportunities taken in the light of present day conditions can be best grasped by personal dealings. Narrow minded and stereotyped examples will not assist us to the end in

(Continued on page 93)

Wholesaler Speaks on Trade Outlook

Steady Reduction in Hardware Stocks Throughout the Country and Considerable Price Reductions Made — Competition Very Keen in Steel Industry — Some Bright Spots in Industry

Address by Thos. Birkett, President Canadian Wholesale Hardware Association, before 17th Annual Convention Ontario Retail Hardware Association

AFTER such an upheaval as the Great War, it is only a miracle that conditions are not a great deal worse than they are, and we have nothing else to thank, for the present very much improved condition, than the formation of the late Union Government. Politics were forgotten, and every one worked for the one great object, namely: After the War was eventually won, to then put our country on the map again, where, gentlemen, it is today in no small measure.

During and immediately after the war, there was a decided shortage of raw material, particularly of steel, due to the tremendous consumption for war purposes, and to so many, in fact, almost every available man being at war; consequently every factory, wholesaler and retailer's stock of all the commodities, necessities particularly, were pretty well exhausted.

All during 1921 there was a steady reduction of stocks in the hardware and steel trade of Canada, while these conditions generally had not advanced during the past few years, in comparison with woolens, foodstuffs, freight rates and railway wages, etc., there was, during 1921, a decided reduction in the prices of many lines of hardware, it being most pronounced in the heavy lines; for example, wire nails about $2 per keg, bars about 2 cents per pound and bolts and nuts over 40 per cent. This was some drop, and one which required care to handle, and some of the generally recognized adjustments made by the steel trade of the world during 1921; not, mark you, without heavy loss, for example, as losses reported by the United States Steel Corporation for 1921, approximately 15 to 20 million dollars, after payment of only 5 per cent. on the common stock. This is the position in all American steel companies. They all show losses in proportion.

Competition Keen

Competition has been most keen among the steel companies, which brought market prices down farther than costs.

The workmen of the steel industry have not escaped, for, from accounts, there is no industry that has made wage adjustments more promptly and of such a drastic character than they.

Common labor, at twenty-five to thirty cents per hour, with the usual increases for the various classes of skilled workmen, but with employment only three days per week or less, have brought a degree of hardship, and it is apparent that further economies, at the expense of the workmen, are difficult of arrangement, under the conditions of limited activity at present existing.

Hope has been expressed that reductions of freight rates will bring much needed relief to the steel trade, but it is evident that reductions in freight rates will be of gradual and slow evolution. The American railroads are finding it difficult, even at present rates of freight, to earn the agreed upon rate of 6 per cent. on railway stocks, and there are a great many repairs and replacements needed.

Moreover, the railway workers are being paid very high rates of wages, out of proportion to all other industrial activities, but are so well organized that the railway labor unions will stoutly resist any but slow and gradual reductions in rates of pay.

Looking at the situation from this angle, our factories have made a wonderful comeback; and, gentlemen, if labor would come from its high horse, and give the factories the production they are paying them for, things would be in a still better position, but unless this does come to pass, and the railroads lessen their excessive freight charges, prices are about as low as they can go.

Some Progress Made

While there is still an abundance to be done before business can be normal, let us think of some great progress that has been brought about in the following grave problems:

THOMAS BIRKETT

President, Canadian Wholesale Hardware Association, who addressed the Convention on "The Business Outlook."

More reasonable attitude of labor.

Liquidation of stocks both in Canada and United States.

Political position improved throughout the world.

Irish question nearer solution.

Adjustment of prices and costs.

Greater money supply and better conditions of funds with United States.

Strength of sterling and its influence with the world.

United States showing more sympathy to their banks for extension of financial help to Europe.

Disarmament agreement.

Coming back to the "Great War," it was not only instrumental in forcing the United States to take more interest in world politics, but Canada was also forced in the same manner to trade with the world, and now she must export all she can to enable her to pay her vastly increased government and other obligations arising out of the war.

Mr. Chairman and Gentlemen, let me mention here, that I am sure you will be glad to hear that foreign markets that have been dead for the past several months are now making enquiries for Canadian products and manufactures, which will have a stimulating effect on our Canadian trade in general. I have on good authority that large bookings have been made.

Again, Gentlemen, the war is over, and with so many obstacles removed, let us start the new year right, discontinue war-time buying, and get down to nails and tacks; buy goods that sell and produce a profit (you will be a friend of the government for life).

Don't Buy Slow Sellers

Don't buy any slow-selling goods; the factory, or wholesalers, will not thank you. You are in business for yourselves, so act according to your better judgment; but tell your troubles, if you have them, to your policeman, be he a jobber, or a manufacturer, so that you can co-operate with one another, when, with the slogan "Effort," you will win out.

1921 has passed into history, and it was a year which none of us, I think, wish to see again; we all learned many a good lesson (some of which cost good money). Some of these lessons we deserved, for we continued to buy in a war-time manner, and when values started to come down and down we saw our dollars going. It was hard to watch, but, I venture to say, there is not one man present this morning who did not think it was right, and he was ready and willing to take his loss. After all, did not all make money when the prices were going higher and higher; therefore, in the end, you are not making a loss but only averaging up with your profits with the margin well on the profit side.

Not Altogether Right Yet

Business could not continue with conditions as they were, and although these conditions are very much improved, they are not altogether right yet; they have, however, improved to such an extent that we have become more optimistic, and are willing to take off our coats and get to work, for no end, ever so humble, can be obtained without work. The opportunity is there, gentlemen, so let us try again and obtain it, remembering that old normal times will never return. We will have a new and better normal, and one, I think, that will bring more real pleasure into business in the future than there ever was before.

Signs point to improvement in pulp and paper trade, and lumber trade, and the spirit of optimism in the trade and business circles, where the general feeling abounds that 1922 cannot possibly be as severe in business adjustments as 1921, for it was in 1921 that deflation occurred and a comparatively safe foundation laid for future good.

Steel and iron stocks are low and should show greater volume this year, coupled with a change in labor, which now seeks work rather than striking for the greater wage.

The railroad requirements are very heavy and cannot be delayed much longer, and it won't be long until they come into the market for large tonnage of steel, etc.

With the shortage of housing privileges, the building trades, if they can pass one year without striking, should be active.

Canada has what the world wants, in her farms, mines, water powers and forests, and with their continued development in a conservative manner it will mean prosperity to us all.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, FEBRUARY 18, 1922

Need For Protection

THE BRENNER case which has just been concluded in Toronto courts wherein the principals of the defunct metal firm of N. Brenner & Co., have been found guilty of defrauding the company and stealing a large sum of money, the rightful property of the company's creditors, indicates the necessity for a tightening up somewhere in the interests of those who invest their capital in Canadian industry. That the principals of an insolvent firm could conduct its business in such a way as is indicated by the evidence placed before the Criminal Court in Toronto, is a distinct shock to a large portion of the business community.

Among the creditors are two large Canadian banking institutions. To one of them had been assigned the firm's book debts as security but when further advances were refused an account was opened with the second bank and there was much confusion in regard to the deposit of moneys which had been received in payment of these debts. Evidence was given showing that many cheques payable to the firm had been endorsed and deposited by the Brenners in their personal accounts and when foreign exchange and metal prices took a slump there was not available sufficient funds to meet the creditor's claims. At the same time the principals had sufficient funds to buy large homes, expensive motor cars, race horses, etc.

The entire proceedings of the case which has just closed indicate a very ineffective check on the firm's transactions by the banks with which the firm had large dealings and despite the subsequent efforts of the banks and liquidator, large sums were apparently diverted from the firm's account to the private account of the principals. Steps should be taken to give better protection to the capital invested in Canadian enterprises than was evident in this case.

A Field For Business

AT A RECENT convention of women representatives of the farming districts of Canada, the results of a recent survey of conditions in farm homes were outlined, showing that as a whole there is a wonderful field for trade in the rural districts for hardware merchants. It was shown that homes in a proportion of 13 to 225 enjoyed electric light, 20 in 225 had gasoline lamps, 124 in 225 had coal oil lamps and the rest apparently had even poorer facilities. In the same proportion 68 reported furnaces and 158 used wood or coal stoves, 165 had no water in the house, 40 had good water systems and 9 had only soft water, 156 had no power machinery of any kind, 66 had washers, 3 had electric washers and churns and 5 had minor electric appliances.

While this condition of affairs would probably not exist throughout the whole of Canada, yet it represents a fairly comprehensive survey, particularly of Western Canada, and indicates that the rural field for business in electrical labor-saving devices, electric light systems, household equipment such as washers, churns, stoves and heaters, furnaces, water supply systems, etc., has hardly been scratched. There is a big field of potential business to be had by conducting educational work among those inhabitating the rural districts and in days when efficiency and economy is the watchword, such educational effort will be rewarded with business, for it can be clearly shown how the use of the lines mentioned will save time and labor beside adding comfort and contentment to what is too often a monotonous existence for these in the rural districts.

Should Stamp Out This Evil

MERCHANTS of Brantford, Ont., have taken the lead in attempting to offset what has become a most unfair medium of reducing the volume of their business in local communities. This has to do with traveling carnival companies and carnival attractions. A campaign has been started because of some bitter experiences of that city in view of the fact that the number of these carnivals touring Canada has been gradually increasing in the past few years. There are several reasons why merchants and other representative bodies should seek to have these aggregations kept out of Canada. It is a known fact that when they visit a city they take away with them thousands of dollars which otherwise would remain in the city to be spent in its stores and in a more useful manner than it can be spent at such carnivals.

An attempt is being made to right the wrongs which have existed for some years in connection with transient traders and hawkers who visit a community and solicit business while paying little or no portion toward the expenses of that community such as the permanent merchant must do. So too the carnival is a transient affair which contributes but a small license fee and takes away a large volume of revenue which otherwise would go to enrich the inhabitants of the community who have their money and interest centered in that community.

Apart from the financial side of the question there is also the moral aspect. No one will deny that these carnival companies in most cases represent the scum of the theatrical world, who do their best to impoverish, both morally and financially, those who frequent their amusements. Steps are being taken by representative bodies in Brantford to stamp out the evil of traveling carnival companies. Already many sections of the United States have barred these traveling companies, and Canada is now looked to as a fertile field for exploitation. Merchants and other representative bodies in other cities might well join Brantford in seeking some means of restraining these compnaies from coming to Canada.

CHANGES which have taken place in the economic situation since the commencement of the year, are generally recognized to contain a larger degree of favorable developments, than otherwise. On the whole, therefore, basic conditions have continued to improve, one of the factors contributing towards this end being the current activity in construction. Prospects for an active year in the building industry are evident in both city and country districts; while acceleration in this direction is reflected in the basic metal industries and the various commodities required in construction work.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Expecting Trade Betterment at Coast

No Display of Undue Optimism, But Little Complaint Regarding Current Conditions— Recovery Expected From Mining and Construction Operations

VANCOUVER, B. C.—While hardware distributors and retail tradesmen on the coast are making no display of optimism as to trade possibilities this week, they are complaining but little, the chief topic being concerned with collections which are not quite as good as usual. Still, it is stated there is no cause for alarm and prospects are fairly bright.

Statements covering operations for January have been prepared and indicate an improvement in tonnage while values are about the same or slightly better than January of last year. This is taken to mean that there are good reasons to believe that the trade is probably at the bottom of the depression and that from now on, a steady growth in trade will result.

Much is anticipated from mining operations which are expected to be of large proportions this year. Arrangements are well in hand to open up new properties and to increase work undertaken last year all of which will mean an increase in demand for hardware stocks both heavy and light. Officials of the "Made-in-B.C." campaign have prepared comprehensive lists showing the products which are available in this province and are leaving no stone unturned to see that the information reaches the "powers that be."

Trade on Vancouver Island is said to be quite satisfactory for the season. It is believed that as soon as the snow in the woods disappears, many of the logging camps will re-open. Already the Comox Logging Company has started a force of 300 men and other large operators are preparing to follow suit. These operations are beneficial to the hardware trade and a fair amount of optimism exists as a result.

Along the northern interior, there are districts which are giving fairly satisfactory orders. One traveller of a local distributing house returned this week from the Grand Trunk as far as Prince George. He set out with the intention of making up two carloads, one for Prince Rupert and the other Prince George. He succeeded as far as the western terminus of the G. T. P. is concerned, reporting good business as far east as Smithers but east of that point, orders were sparse.

As has been mentioned before, the Okanagan is slower on account of the delay in paying on the fruit crop. However, prices are said to be higher on apples in New York which will mean a release of a larger sum of money than for a time, was expected.

Then again, in the upper country there is still a great deal of frost which is keeping back agricultural operations. One of the local distributors told your correspondent that the firm was in receipt of many letters to the effect that as soon as the weather moderates, orders would be immediately forthcoming although in the meantime, buying was confined to essentials.

Price changes have been very limited this week, nothing of any consequence being recorded. As an idea of special prices named for some articles of everyday use, one dealer has quoted $2.50 for the Prince Rupert bucksaw, galvanized clothesline pulleys with swivel eye 50 cents each, tinners' snips 45 cents, Scimitar balded pruning shears 85 cents, three-way shoe lasts $1.10, and household step-ladders $2.45.

NEWS OF WESTERN CANADA

Victoria.—Albert F. Griffiths of this city has been appointed interim receiver for the firm of Wilson & Jessiman, dealers in crockery and chinaware here.

Chilliwack.—The Watson & Thomas Hardware Co. of this city has been succeeded by James Munro and William Vaugn Davies, under the firm name of Munro Hardware Co.

New Westminster.—Thomson and Wilson, who operate a grocery and hardware store in this city have discontinued under that name. The business will be continued by Mr. Wilson.

Vancouver.—Mr. F. C. McKay, a prominent hardware man of Gleichen, Alta., is spending a couple of weeks on the coast. Before returning home on the 20th he will visit Victoria with Mrs. McKay. He is a leading member of the Board of Trade of Gleichen and is taking an active part in the campaign to secure a small flour mill for the town. To Hardware and Metal he said that farmers in the district were favorably disposed toward the movement of wheat through Vancouver.

Victoria.—The B. C. Cement Company announces that it will shortly send a trial shipment of 3,000 barrels of cement to Central America. More would be shipped were steamship service available.

Announcement is made this week in Vancouver that the crockery and chinaware and toy goods house of Millar & Co. has undergone an important change, Mr. R. Millar, leading member of the Retail Merchants Association, Rotary Club, and Board of Trade, having bought out his partner. The firm has been in business in this city for the past ten years during part of which time, the firm has maintained two stores on leading thoroughfares. Mr. Millar states that the general policies of the firm will remain unchanged.

Vancouver.—William Metz, sales agent in B. C. and the Yukon has returned from Dayton and New York where he attended the annual convention of the National Cash Register Company's Hundred Pointers. He was greatly impressed by the Prosperity Pahade of 5,300 employees of the factory at Dayton, the entire assembly being addressed by the mayor of that city who expressed his appreciation of the company's employment of such a large number.

Much favorable comment is heard in Vancouver as to the high grade cordage which is being manufactured by the Canadian Western Cordage Company of New Westminster, a company which started operations after the close of the war, its officers being largely military men. The company is supplying marine cables to many of the C. G. M. M. vessels as well as boats of the Canadian Pacific Steamships. A fair volume of trade was also developed last year with the prairie in the form of binder twine. The company is taking full advantage of the "Made-in-B. C." campaign.

Winnipeg.—Hardware merchants who took part in the curling activities during Bonspiel Week in Winnipeg included the following:—C. O. Glover, Windthorst, Sask.; Wm. Smith, Kipling, Sask.; O. McConnell, Arden, Man.; R. McAskill, Gladstone and D. A. Adamson, of Gladstone, Man.

Vancouver, B. C.—The Britannia Mining and Smelting Co., Britannia Beach, B. C., has awarded the steel contract for their large new $500,000 ore concentrator plant, to the Canadian Northwest Steel Company, of Vancouver. About 1,300 tons of steel will be required for this structure.

Events in the Trade

BUSINESS CHANGES

The firm of McKinley and Northwood, Ottawa, Ont., has been reorganized. Mr. Northwood has severed his connection with the firm, after many years of partnership with John McKinley—years tempered with success and pleasant business and personal relationship. Mr. McKinley remains at the head of the business, as president, while his son, Charles L., who has been an active force in the business for many years, becomes vice-president. A second son, J. F. McKinley, recently appointed judge of the Juvenile Court in Ottawa, becomes secretary-treasurer.

With the reorganization of the firm, a number of alterations in the premises have been made, which are a decided improvement. The main office, which was located at the back of the first floor, has been moved to the second floor, thus providing much additional sales space on the first floor. For the time being, the old firm name of McKinley and Northwood, will be retained.

Burlington, Ont.—Colton & Lorimer, hardware merchants, have sold out to W. W. Main.

Woodstock, Ont.—Floyd and Lindsay Howell of Copetown, have purchased the harware business of Alexander Gardner & Co. Mr. Gardner is a native of this city and has been in business for the past 30 years.

NEW FIRMS

Niagara Falls, Ont.—Munroe & Zavity have commenced hardware business at 124 Main St.

INCORPORATION

Walter C. Cosman and Mrs. Lily B. Cosman of Moncton, are applying for incorporation for the purpose of conducting a sheet metal working business in Moncton, N. B., under the name of Cosman & Co.

Moncton, N.B.—Thaddee J. Leger, Azime D. Leger, Antoine J. Leger, Donat A. Leger, and Leandre J. Leger, of Moncton, have been granted a Charter of Incorporation by the name of T. & A. Leger, Limited, with capital stock of $149,000. The head office of the Company will be at Moncton. The main object is to continue the business heretofore carried on by T. & A. Leger, in hardware stores etc., and to assume the obligations of the said business.

ONTARIO INCORPORATIONS

Fletcher-Reis Brush Co., Ltd., head office Toronto, capital $60,000, to manufacture brushes, brooms, etc.

Craig Damper Regulator Co., of Canada, Ltd., head office, Toronto, capital $40,000 to manufacture metal products, hardware, etc.

Ontario Sanitary Kabinet Co., Ltd., head office, Toronto, capital $250,000 to manufacture apparatus for generation and supply of light, heat and power.

International Accessories, Ltd., head office Toronto, capital $100,000 to manufacture and deal in automobile accessories.

T. Tomlinson Foundry Co., Ltd., head office Toronto, capital $40,000 to manufacture metal products, hardware, etc.

K. & S. Employees Social and Athletic Club, incorporated among members of the K. & S. Tire & Rubber Goods, Ltd., Toronto, to encourage fraternal relations.

PERSONAL

A. W. Poole, Managing Director Stewart & Wood, Limited, of Toronto, is in the hospital undergoing an operation for appendicitis.

At the annual meeting of the Atlantic Underwear Co., Ltd., F. R. Sumner, president of Sumner Co., Ltd., Moncton, was re-elected a director.

H. J. Sykes, has been appointed to the position of Sales and Advertising Manager for the Ontario Wind Engine and Pump Co. Previous to taking over this position, Mr. Sykes was superintendent of branches.

Messrs. McKinley & Northwood, Ottawa, Ont., have been appointed Canadian distributors for the Canadian Johns Manville Asbestos Roofing, in the territory bounded on the west by Kingston; on the east by Montreal and on the north by Pembroke.

L. W. Simms, President & Managing-Director, T. S. Simms & Co., Ltd., passed through Toronto on his way to Chicago, where the matter of freight rates affecting the output of the brush industry will be taken up with manufacturers interested in this development.

Included in the party of Canadian manufacturers who have left on a business investigation trip to the West Indies are the following:—Sir Alexander Bertram, A. R. Whittall, Montreal; R. H. Turner, Peterboro; G. C. McAvity, St. John, N.B; Col. A. Hatch, Canada Steel Goods Co., Hamilton.

PERSONAL

Mayor MacDonald presided at a banquet given by the citizens of Renfrew, to Hon. Thos. A. Low, president Renfrew Electric Products Co., Ltd., in honor of his election to the Dominion Cabinet.

PURCHASE STORE

Thomas Meredith and Co., Ltd., Toronto, have purchased the hardware store which was previously rented from Stephen O. Murchison, for $25,000. The store, which is situated at 156 King street east, is a three-storey brick building with basement, built on a lot 30 x 150 feet.

HARDWAREMEN ON MONTREAL BOARD OF TRADE

Col. Robert Starke, president Starke-Seybold, Ltd.; John Irwin, president McArthur-Irwin, Ltd., and John C. Newman, Montreal manager McClary Mfg. Co., were among the twelve successful candidates for seats on the council of the Montreal Board of Trade. There were eighteen candidates contesting and the election caused unusual interest, especially since all the executive officers had previously been elected by acclamation.

Mr. Irwin and Mr. Newman are old members of the council, while Col. Starke will enter his first year. It will be remembered that a few weeks ago Col. Starke was also elected as a representative of the metal and hardware association of the Board.

OBITUARIES

The death is announced of Mrs. F. O. Wolvin, eldest daughter of R. H. Smart, president A. H. Smart, Ltd., Brockville, Ont.

Sympathy of his many friends in the trade will be extended to A. E. Benford, representative for Brandram Henderson Ltd., in northern and eastern Ontario, whose wife died very suddenly in Toronto this week. Mr. Benford had just arrived at the convention in Hamilton when he received a wire notifying him of the sudden death of his wife.

Coleman Miller, who for over 48 years was connected with Samuel & Benjamin, Ltd., (formerly M. & L. Samuel, Benjamin & Co.) died at his residence, 540 Huron St., Toronto. For forty years Mr. Miller had been a traveling salesman throughout the chief cities and towns of Ontario. He was born in Toronto, and was an ex-member of the Queen's Own Rifles.

TOY EXHIBIT IN TORONTO

An extensive exhibit of toys was made by manufacturers at the Queen's Hotel in Toronto this week for the benefit of the trade who are interested in noting new developments in this industry. The exhibition will continue until Wednesday of next week.

OBJECTS TO SECOND HAND STORE

Hamilton, Ont.—At the request of G. S. Kerr, K. C., and despite the protest of Alfred J. Wright, hardware merchant, a second-hand dealer was granted a transfer of his license from 342 to 338 James street north. Both Mr. Kerr and Mr. Wright produced petitions for and against the transfer. Some people signed both.

HARDWAREMEN IN MONCTON MUNICIPAL ELECTIONS

Moncton, N. B.—In the municipal election, A. C. Chapman, president N. B. Wire Fence Co., who had been Mayor for the past two years, was defeated by J. F. Edgett, Manager of the Reed Co. Mr. Chapman had not intended to offer as a candidate for this term but was persuaded by some of his friends to enter the field at the last moment. B. A. Taylor, Sales Manager of Sumner Co., Ltd., was elected alderman for Ward 1, leading the poll in this ward.

HOUSE BUILDING PLANS IN MARITIMES

Moncton, N. B.—Prospects for building this Spring look good at present, the January permits ran $10,000 over the corresponding month of last year. The Housing Board has just taken an extra hundred thousand dollars from the Provincial Government to be expended this season. The McKinnon Steel Co., of Quebec have just finished the dome-shaped roof of the new rink here which contains one of the largest ice surfaces in Eastern Canada.

ANNOUNCE EASIER PRICES ON FARM MACHINERY

Winnipeg.—A reduction of approximately forty per cent. on all lines of farm machinery has been announced by the United Grain Growers, Limited. In making the announcement, C. Rice-Jones, general manager of the company, said:

"These new prices are not based on manufacturers' prices, but on what we consider a reasonable price for machinery compared with the price of farm products. Manufacturers' prices have not come down yet to a corresponding extent, but the United Grain Growers believe that by next year such a level for farm machinery prices generally will be established.

"We have based the Spring quotations on the implement price prevailing in 1915. Generally speaking, the prices of farm products are down to the 1915 level."

FROM SHEFFIELD TO JAPAN

Sheffield electroplate manufacturers are somewhat disturbed over proposals which have been received from Japan that this class of Sheffield goods be shipped to Japan in an unfinished state and the electro process applied there. Sheffield manufacturers declare that this process is the essence of the quality of the home-made goods, and intend making very definite representations in that respect to the Japanese commercial mission now visiting Great Britain.

ASSIGNEE WOULD SECURE ASSETS OF BRENNER CO.

Action has been entered against Nathan Brenner, Meyer Brenner, the Bank of Toronto and the Royal Bank of Canada by the authorized assignee of the insolvent N. Brenner and Co., Ltd., for a declaration that all valuables in the defendants' banks, as well as money on deposit, together with jewelry, etc., in the vaults, are the property of the plaintiff for the benefit of the creditors. An injunction is asked restraining the banks or the agents of the Brenners from selling or disposing of the property and judgment is asked for the amount of the money and valuables on deposit.

HARDWARE MERCHANTS AT WINNIPEG BONSPIEL

Winnipeg.—Among the hardware merchants who visited Winnipeg during Bonspiel week were the following:—W. E. N. King, Neepawa, Man.; J. Harrison, Langruth, Man.; D. A. Mathewson, Kelwood, Man.; J. A. MacIntyre, Leslie, Sask.; C. J. Roseborough, Grenfell, Sask.; F. F. Chesney, Wolseley, Sask.; F. Yellowlees, Ninette, Man.; W. Nichols, Spruce Lake, Sask.; G. Smith, Moosomin Sask.; F. Decolby, Yorkton, Sask.; B. T. Lawrence, Killarney; H. Minhinnick, Esterhazy, Sask.; D. Burgess, Cypress River, Man.; W. A. Green, Fernwood, Sask.; D. Burnie, Dubuc, Sask.; J. Gobel, Melville, Sask.; E. Fouillard, Lagan, Man.; F. L. Klemm, Yorkton, Sask.; Geo. Markell, Grenfell, Sask.; Sigurdson Bros. and B. Magnusson, both of Arnes, Man.; S. Bookbinder, Hodgson, Man.; B. Irwin, Inwood, Man.; A. Johnson, Arborg, Man.; R. C. Riley, Willard, Man.; C. Finkleman, Selkirk, Man.; Guertin & Co., St. Jean, Man.

SUCCESSFUL ADVERTISING FOR THE RETAILER

(Continued from page 72)

But the time allotted for this little discussion is growing short. Perhaps before closing we might also touch on the value of signs, particularly in the smaller towns or villages. Signs advertising your business can be placed around your district and out along the main thoroughfares leading into your town. Such general advertising serves to constantly keep your name before the people who buy. When the man is on the way to town, jogging along behind the old gray mare or rattling along in his Ford or gliding along in his Packard, these signs may remind him of something he wants to buy in town and naturally such a reminder will direct him to your store.

SPECIAL SHOW ROOM FOR CARNIVAL VISITORS

The J. H. Ashdown Hardware Co., fitted up a special showroom for visitors to Winnipeg during the Bonspiel Carnival week. These arrangements included an effective display of standard lines of automobile equipment, in addition to various other staple hardware products. Emphasis was concentrated on well-established, trade-mark lines, which being nationally advertised, constituted a strong collective appeal to visitors from far and near.

CLAIM NEW PROCESS FOR PRODUCING STEEL

Recent reports from Pittsburgh indicate that Robert McKnight, a metallurgist and chemist of that city, claims to have perfected a process which will produce not only steel from iron ore, but also enable tungsten, uranium, vanadium and tellurium, as well as a combination of these alloys, to be taken from the raw ore.

Extensive experiments with the new process have been under way for some time. While the announcement of the discovery of the new process did not come as a surprise to certain steel manufacturers, there was surprise expressed over the reported ability to utilize this new process in the production of such alloys as uranium, vanadium and tellurium.

The technical nature of the new process was not made public, but it is said that it is not complicated and that the transformation of the raw ore into steel will greatly lessen the present production costs of the finished product.

Exhibit Booth As Accessory Department Brings Good Results

Winnipeg.—Wood, Vallance, Limited, had a novel idea for exhibiting at the Western Canada Automotive Equipment Show. Their booth was made up to represent a properly equipped accessory department. It caused a lot of favorable comment. Quite a few of the customers claimed that from an educational standpoint, it gave them ideas for displaying goods which they felt would help them to increase their sales of accessories. The display was most complete, including a show window properly lighted and neatly aranged. The interior of the booth contained a well assorted stock displayed on shelves, nicely decorated show case, cash register, advertising displays featuring a number of the nationally advertised lines.

Linked up with the exhibit at the show was another display in the sample room at their accessory warehouse. All articles carried price tickets, and Wood Vallance Ltd., report a satisfactory volume of business resulted through these efforts. Another element in this direction was the fact that sales representatives were on hand to attend to their respective customers.

How Enamel Ware Seconds Are Being Disposed Of

Methods of Disposing Successfully of Seconds in Enamelled Ware Products—Now Gradually Disappearing from Stores

THE GRADUAL disappearance of seconds in Enamel Ware from Hardware stores, and also many of the cut price sales on seconds which have been quite in evidence during past years, has led to some inquiries being made as to how these seconds are being disposed of by the manufacturers. Under the old law it was customary to dispose of these seconds indiscriminately during certain seasons of the year with the result that occasionally a merchant in a town or city would secure a large quantity of seconds which he would put on sale at a low price while his competitors were trying to sell the standard goods at a higher price. There was some difference of opinion as to whether this was a good thing for them, while other firms claimed that seconds should be placed in the back ground as much as possible and only first-class goods should be sold. Enquiries by Hardware and Metal indicate that the seconds are still being disposed of by manufacturers. but in a way which it is claimed does not cause so much disturbance among regular merchants. One manufacturer states that the number of seconds today is even greater than in former years, because the inspection now is more strict, and the result is that such lines which would have been passed as first quality goods a few years ago are now classed as seconds. So far as Hardware and Metal can learn the seconds are now being sold by manufacturers to one or two firms who specialize in second quality merchandise, most of which finds it way into the foreign sections of our larger cities. This it is claimed does away with the old practice of selling quantities of seconds indiscriminately throughout Canada, and centres the sale of second quality lines in a few large places, mostly in thickly populated parts where the low price appeals to many people who cannot afford higher priced articles.

Imports and Exports Almost Equal

Canada's Trade for 1921 Reveals Interesting Figures Relating to Proportion of Exports and Imports

CANADIAN trade for the twelve months ending December 1921, reveal practically a parity between imports and exports, each amounting to approximately eight hundred million dollars in value. In imports United States goods stand out prominently with over half a billion dollars in value. The United States was the best customer of Canadian produce in that year, but had a very small margin over the United Kingdom, each buying approximately three hundred million dollars' worth of merchandise from Canada. Other countries from whom Canada bought merchandise are as follows in order;—Cuba, France, British Guiana, Switzerland, British East Indies and West Indies etc. Other countries who were next best customers for Canadian merchandise in that year were as follows;—Italy, Belgium, Australia, Netherlands, Japan, China, Newfoundland, Greece, etc.

Principal imports for the twelve months ending December 1921 included the following;—

Clocks and watches $2,436,639 compared with four million in 1920; Earthenware and chinaware $4,898,780; flax, hemp and jute $7,479,173 compared with eighteen million in 1920; brass, $3,439,272 compared with six million in 1920; copper $3,824,767 compared with ten million in 1920; iron and steel $102,467,745 compared with $213,316,321 in 1920; lead $262,280 compared with $2,589,380 in 1920; tin $5,997,773 compared with $15,395,578 in 1920; zinc $404,544 compared with $681,221 in 1920. Paints, colors and varnish $2,824,618 compared with $5,337,733 in 1920; crude oil $23,815,805; refined oil $12,431,925 compared with $18,000,000 in 1920; rubber $7,638,062 compared with $19,937,289 in 1920.

Principal exports for the same period included the following:—

Cartridges $14,845 compared with $100,940 in 1920; other explosives $287,012 compared with $1,291,357 in 1920; aluminum $1,259,703 compared with $6,094,623 in 1920; asbestos exports of five million dollars were about half the value of 1920 exports; brass exports amounted to $126,832 compared with $475,809 the previous year; copper exports were valued at $7,455,794 compared with $15,877,306 in 1920; iron and steel exports amounted to $23,087,016 compared with $62,240,099 in 1920; nickel fell off from eleven million in 1920 to three million dollars in value in 1921; rubber fell from thirteen million in 1920 to three million last year.

Twenty Years Ago

* * *

Following items are reproduced from Hardware and Metal of February 15, 1902:—

* * *

"W. Stavert, newly appointed representative in Canada of Jenkins Bros., Boston, Mass., who was lately with Peck, Benny & Co., has been visiting the trade in Montreal this week."

* * *

"A. B. Lee, president of Rice Lewis & Son, Ltd., has been elected chairman of the Toronto Harbor Commission."

* * *

"Mr. Marshall, of the firm of Congdon & Marshall, hardware merchants, Dunnville, Ont., was in Toronto this week on business and reports bright prospects for trade."

* * *

"H. J. Clare, of Clare Bros. & Co., Preston, Ont., and J. Breckest, formerly of the McClary Mfg. Co., have succeeded H. Wilson in the management of Clare Bros. & Company's branch at Winnipeg."

* * *

"One of Owen Sound's first pioneers passed away in the person of Mr. John Harrison, founder of the extensive lumber, sash and door factories of the John Harrison & Sons Co., Ltd."

* * *

"T. S. Simms & Co. are advertising for tenders for the erection of a three storey brick and stone factory 100 x 115 ft. on Union St., St. John, N. B."

* * *

"President W. B. Rogers was chairman at the annual meeting of the Toronto branch of the Retail Merchants' Association of Canada in the Temple Bldg. Proceedings were opened with addresses by Messrs. J. A. Flett, Hamilton, and James Wilson, who desire to organize the retail clerks in Toronto, with the consent of the merchants. E. M. Trowern, secretary, reported a balance of $11.60 on hand."

* * *

"This year there is an application to be made to the Dominion Parliament for the incorporation of the Manitoba and Keewatin Railway to connect Winnipeg with Fort Severn or Hudson Bay covering a distance of 325 miles opening up over 135,000,000 acres."

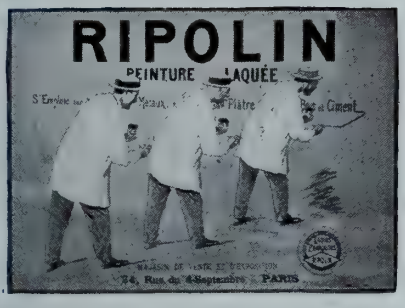
* * *

"At a meeting of the executive committee of the Toronto branch, C. M.A., presided over by J. O. Thorn, it was decided to menorialize the Ontario Legislature respecting the tax exemption of machinery and plant."

* * *

"A most pleasing incident is recorded in Smiths Falls, Ont. Andrew Carnegie offered $10,000 to erect a new public library if the town spent $1,000 yearly in maintenance. Messrs. C. B. Frost and F. T. Frost, president and vice-president respectively, of Frost & Wood Co., supplemented the gift with another of $10,000. W. H. Frost, of the Malleable Iron Works, and H. S. McNeil, wholesale merchant, also made contributions.

It Pays to Sell Ripolin



All Europe knows this famous Ripolin trade mark. The secret process of making Ripolin was discovered in Holland thirty years ago. Since that time Ripolin has become known throughout the civilized world.

This design is the identification mark for *genuine Ripolin Enamel Paint.*

First, because Ripolin sells quickly and with little effort. Its name is known. Its quality is known. It needs no introduction. It is readily accepted by the particular customer, by the architect and by the decorator and painter.

Then because each Ripolin sale represents a decidedly worth while profit. You must sell two gallons of ordinary enamel to equal the profit on one gallon of Ripolin. You expend more than twice the sales effort to sell other Enamels. Ripolin gives you the bigger profit while it is adding its reputation to your business and building up a bigger enamel trade.

Then, too, Ripolin sells in quantity. It is specified for the big jobs. Large size orders prevail. The single gallon profit is many times repeated.

Ripolin is a profit maker and a business builder—IT PAYS TO SELL RIPOLIN.

DISTRIBUTED BY

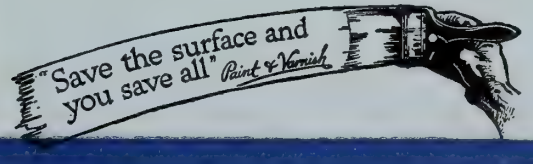
THE GLIDDEN CO., Limited,
370-382 Wallace Ave., Toronto

THE GLIDDEN CO., Limited,
327 Craig St. West, Montreal

THE GLIDDEN CO., Limited,
44 Princess Street, Winnipeg

ADAMS & ELTING CO.,
17 Adelaide St., East Toronto

HEATH & MILLIGAN MFG. CO.,
44 Princess Street, Winnipeg



RIPOLIN

RIPOLIN

THE ORIGINAL HOLLAND ENAMEL PAINT

To Help You Make 1922

Jap-a-lac Offers You

—A product of quality

Plus

The Canadian housewife has proved the quality of Jap-a-lac by repeated use over a period of 25 years. Only varnish of the highest grade and stains of greatest richness and purity, such as have been invariably used in Genuine Jap-a-lac, could have made this accomplishment possible—Jap-a-lac offers you a high quality product.

—A product in continuous demand

Plus

There are every day uses for Jap-a-lac. Winter, Spring, Summer, Fall, Jap-a-lac is bringing in profits every day for Jap-a-lac dealers. It is this continuous year 'round demand that makes the Jap-a-lac proposition so attractive to Jap-a-lac dealers.

—A product backed by aggressive advertising

Plus

Jap-a-lac has been nationally advertised since 1897. Each year the Jap-a-lac idea is sold to the Canadian public by new and aggressive publicity methods. The Jap-a-lac dealer receives the benefit of local helps that direct the profitable Jap-a-lac business to his store.

—A product that brings sure profits

Steady turnover is the surest sign of profit for the dealer. Jap-a-lac stocks are "turned over" many times during the year. It is the steady stream of Jap-a-lac customers, some new and some coming in for more, that makes "fill in's" necessary and piles up the sure profits.

Jap-a-lac has been nationally advertised since 1897. Few trade names are as well known. This broad reputation can be made an asset to your business with a very small investment. We will gladly send you confidential information prices, discounts, etc. Use the coupon opposite today.

Japalac wit

JAP-A

HOUSEHOL

Your Greatest Profit Year

Jap-a-lac Offers You

—*A Complete Merchandising Proposition*

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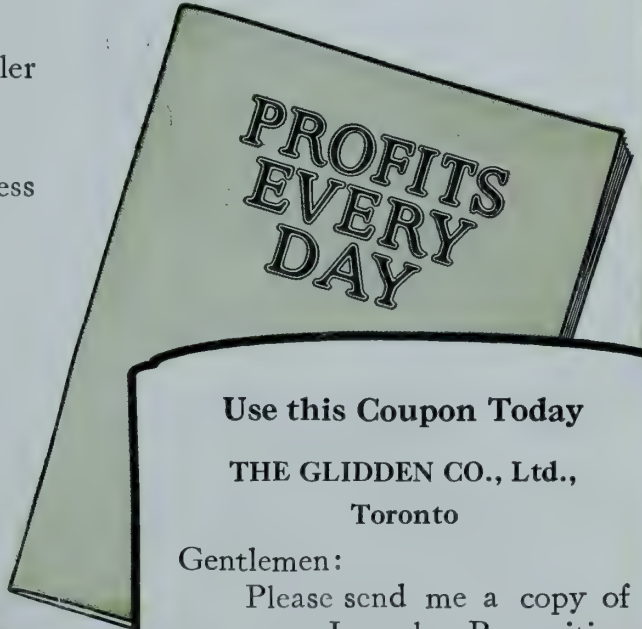

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The Glidden Company, Limited,
Toronto, Ontario

GLIDDEN VARNISHES

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

SUBSTANTIAL reductions on axes, both handled and without, feature the current hardware markets. Bench axes also have revised discounts, with the average decline on these products being in the neighborhood of twenty-five per cent. Easier price levels are recorded on heavy hammers, and a similar change is noted on all styles of hatchets. Another lengthy list of price revisions includes lower quotations on handled brush hooks, the Engle line of padlocks, Canadian pattern Stillson wrenches, sand paper, emery cloth, Gilmore eye, auger and car bits, carpenters' joiners, both with and without handles, Monty wood planes and plumber's oakum. Another important reduction is recorded on wood screws, the discounts having been revised. Wood handle prices are also under revision, while a change in the discount on miscellaneous wire nails, places these products on a slightly higher price level. The paint markets feature this week, with a rapid rise in turpentine quotations, coupled with some minor revisions on colors in oil announced by paint manufacturers. A moderate tone prevails in the sheet markets, with more optimistic reports in the steel industry generally. An easier tendency has developed in the primary copper stage, and dullness is again apparent in scrap materials, with slight price recessions being evident.

Montreal Markets

MONTREAL, February 16.—Another extensive list of price recessions are included in the hardware markets. Both handled axes and those without handles are reduced considerably. Heavy hammers, an allied line, are also reduced appreciably in all makes. Bench axes are now quoted at 60 per cent off, a reduction of 27½ per cent. Joiners, with and without handles also have new lower prices. The discount on the miscellaneous wire nail list is again revised to 72½ per cent., a former revision only announced a few weeks ago. New quotations are now given on the various lines of Gilmore bits, discounts not being available last week. Monty wood planes are from 5 to 10 per cent. lower in price. The sheet market again displays an easier tendency, and English galvanized sheets, Welsh Canada plate, bright tin plates and terne plates are all slightly reduced. Zinc sheets, on the lead products market are now easier, prices being reduced one-half cent in both full casks and broken quantities. Ingot metals are still very quiet, but the downward trend of the markets in general is not so marked this week.

SUBSTANTIAL REDUCTION RECORDED ON AXES

Montreal

A reduction of substantial proportions is announced on axes, both handled and without. The decline in prices varies on the different kinds, but is covered by approximately 25 to 30 per cent. Following are new base prices with extras:

AXES—		
Boys' axes, doz.	9 50	10 50
Hunters' axes	8 50	9 50
Single bit, doz.	11 50	15 00
Double, bit. doz.	16 50	18 00

On weights heavier than base add to list as follows:—

Group 2—$2.50; Group 4—$1.50; Group 6—$2.50. Group 3—$1.00; Group 5—$2.00; Group 7—$3.50.

BENCH AXES NOW QUOTED AT 60 PER CENT. OFF

Montreal

Bench axes have been reduced through changing the discount from 45 per cent. to 60 per cent. off list prices.

EASIER PRICES ANNOUNCED ON ZINC SHEETS

Montreal

Slightly easier quotations are now recorded on zinc sheets, both in full casks and broken lots, the reduction being ½ cent per lb. in both qualities. All other lines remain unchanged, with the undertone of the market remaining somewhat easier owing to the softer tone in metals on primary markets. In this connection, lead, the principal metal, is reported considerably lower on the London market while the situation on this side remains fairly steady because of consistent demand. Prevailing prices are the following:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10¼
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 28½
Do., strictly, lb.	0 26½
Do., commercial, lb.	0 23½
Do., wiping, lb.	0 24½
Do., wire, lb.	0 32½
Zinc sheets casks	0 11
Do., broken lots	0 11½

NEW QUOTATIONS ANNOUNCED ON GILMORE BITS

Montreal

As outlined in our last issue, new prices are now announced on Gilmore bits, showing a reduction of varying extent. Following are new discounts now appearing:

Gilmour auger bits	25-2½%
Do., Special	40-5 %
Do., car bits	12½-5%

MISCELLANEOUS WIRE NAILS NOW ADVANCED

Montreal

Following a recent revision, when the discount of 75 per cent. appeared on the miscellaneaus wire nail list, quotations are again revised, the present discount being 72½ per cent. off.

ANOTHER REVISION IN SHEET MARKETS

Montreal

The local sheet markets are featured this week with revisions on many lines. English standard galvanized sheet, both Queen's Head and Fleur-de-Lis brands being quoted 25 cents per 100 lbs. less. Welsh Canada plates are reduced 25 cents in boxes of 52s. and 60s. while terne plates are now quoted at $16.00 per box of 112 sheets, former quotations being $16.50. In bright tin plate, whole boxes are quoted 50 cents less while the 56 sheets are reduced 25 cents. Black sheets and American galvanized are the only two lines remaining un-

changed, quotations on these still being quoted with a range because of the variation in quotations among the different jobbing houses. Business in all lines is described as seasonably light although a few more inquiries now coming to hand offer encouragement, and dealers are still firm in their opinion that a revival in business will be forthcoming at the close of the winter months. Revised quotations are as follows:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 60
28 gauge	6 35	7 20
26 gauge	6 05	6 85
22-24 gauge	5 90	6 60
20 gauge	5 75	6 45
18 gauge	5 75	6 35
16 gauge	5 60	6 35
14 gauge	5 45	6 35
12 gauge	5 30	6 35
10 gauge	5 20	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 65	6 35
22 gauge	6 30	5 90
18-20 gauge	5 60	5 75

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 00
20 x 28 IC, 112s	16 50
20 x 28 IX, 112s	18 50
20 x 28 IXX, 5s	10 50
20 x 28 IXXX, 5s	11 25

TERNE PLATES

20 x 28 IC, 112s	16 00

Dull— CANADA PLATES

18 x 24 x 52s	**5 60 box**
18 x 24 x 60s	**6 80 box**
18 x 24 x 75s	**6 10 box**

WELSH CANADA PLATES

Polished—	
12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

EASIER PRICES ON MONTY WOOD PLANES

Montreal

New lower quotations are announced on Monty wood planes, a reduction of from 5 to 10 per cent. being recorded on the various lines.

EASIER PRICES AGAIN RECORDED ON HEAVY HAMMERS

Montreal

A reduction of considerable proportions is made in quotations on the various lines of heavy hammers. Following is a complete list of new prices:

HEAVY HAMMERS:—

Nos. 45, 46, 47, 48, 56 and 57.	per 100 lbs.
5 lbs. and over	12 50
3 to 5 lbs.	18 00
Under 3 lbs.	20 00
Nos. 50, 51, 54 and 55.	
5 lbs. and over	18 00
3 to 5 lbs.	23 00
Under 3 lbs.	25 00
No. 58	
1 to 2½ lbs.	25 00
3 to 4 lbs.	18 00
No. 65 mauls	12 50
No. 66 mauls	20 00
Nos. 67, 68 and 68A mauls	17 50
Nos. 69, 70 and 71 wedges	12 50
No. 74 chisels	25 00
Nos. 75 to 85 tools	35 00

JOINERS ALSO HAVE NEW LOWER QUOTATIONS

Montreal

New lower prices also appear on joiners, both with and without handles. Following are revised quotations:

JOINERS—

	dozen
Up to 4 lbs.	11 50
With 21" maple handles	13 00
With 21" all hickory handles	14 00

NO FURTHER CHANGE IN PIPE FITTING PRICES

Montreal

Current quotations on both cast iron and malleable fittings remain unchanged since the revision of a few weeks ago. Business is now described as being of a spasmodic nature, one week showing a fairly active movement, while the next brings reports of a rather dull trade. Unchanged prices and discounts are the following:

FITTINGS—

Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in, close and short..	50%
Do., long	60%
Do., 4½ to 8 in., close and short....	40%
Do., long	60%
Couplings, 4 in. and under	30%
Do., 4 in. and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

SOMEWHAT EASIER TONE IN BRASS AND COPPER GOODS

Montreal.

Base prices on brass and copper sheets, rods and tubes remain unchanged on the local market, with the undertone somewhat easier, owing to the softer tone in metals on primary markets. Copper in the past few weeks has been quoted slightly lower after the deciding firmness previously displayed. While slightly lower quotations are not unlikely in the near future, following are present quotations;

BRASS—	Base.
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier	0 34
Plain tinned, 16 oz. and heavier	0 39
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

SHIPMENTS OF SAP BUCKETS NOW BEING MADE

Montreal

Shipments of sap buckets are now being made from manufacturers' and jobbers' warehouses. Booked orders for these supplies up to the present have only been of a fair proportion, Quebec territories, where the sugar making industry is carried on more extensively, showing only fair results. The sale of these goods depends entirely upon the opening of the season next month or early in April, and dealers have not felt disposed to place their orders until a later date when the actual demand will be felt. Quotations on both buckets and spouts remain unchanged at opening prices, named a few weeks ago.

SAP BUCKETS—

Straight Pattern—Per 100, No. 7, $13.80; No. 8, $15; No. 9, $1.80; No. 12, $18; No. 16, $21.0.

Galvanized straight—No. 9, $23; No. 12, $27; No. 16 $31.

Western (flaring) pattern—6qt., $13.50; 10-qt., $18.

Frontenac—10 qt., $19.

Galvanized Western—10 qt., $27.

Spouts—Sterling, $20; Eureka, $15 per 1000. Square one gal, syrup cans, $16.75 per hundred.

ONLY SORTING BUSINESS IN WROUGHT PIPE

Montreal

List No. 54 still covers the wrought pipe market locally. Although present quotations are generally considered reasonably low, there are reports of certain mills offering a price concession on attractive orders. The market on the whole, however, is stated to be fairly steady apart from this condition which has recently crept into the market. The movement of piping continues fair for the present season of the year, although orders are almost entirely for small quantities.

ONLY LIMITED BUYING IN IRON AND STEEL

Montreal

The volume of business now recorded in iron and steel is of a limited nature, with stocks also comparatively low but quite ample to take care of prevailing demand. However, expectations of spring business are expressed in different quarters, and an improvement is looked for with the close of the present month. In primary circles, also, trading is at low ebb, with quotations nominally unchanged. Although a revision was made locally only a few weeks ago, it is reported that further price concessions are offered for attractive orders. Whether this will develop into a further general lowering of prices is hard to determine, but the opinion is expressed that improved business in later months will remedy this situation. Unchanged quotations are as follows:

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SOIL PIPE AND FITTING QUOTATIONS UNCHANGED

Montreal

Current quotations on soil pipe and fittings remain unchanged at former discounts, with little variation to report in business conditions. Trade is seasonably light at present with little im-

provement looked for until the weather opens in the spring months. Following are unchanged discounts:

SOIL PIPE—

2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

ANOTHER REVISION IN WOOD SCREW DISCOUNTS

Wood screw discounts are now revised, thus lowering quotations on these products around 10 per cent. A change of 2½ points has been added to the discount list on bright, brass and bronze screws, in flat, oval and round head.

RE-ACTION MAY DEVELOP IN INGOT METALS

Montreal

Quietness still prevails in the ingot metal markets, with few changes in prices, and the recent declines seem to be nearly completed for the present. What the future will bring forth is difficult to say, but present prices are certainly very low and a re-action upward would not be altogether surprising.

TIN.—Tin has again reached a point very near the low level touched in August last, and it shows a decline of about £22 as compared with six weeks ago. This would seem to be a very safe level. Supplies, however, are still ample and demand is only fair, so that there may not be any particular recovery as yet. Stock price 36½ cents.

COPPER.—London has been weak, partly owing to advance in exchange and also owing to large supplies of recovered metal. New York has also been lower, but producers are again firmer in their ideas and some distress copper has been taken off the market. Local market is quiet with prices slightly easier at 17 cents for electro, and 16½ cents for casting.

LEAD.—London has been much weaker, but the American market remains steady and there is little change on this side. The feature of the past few months has been the consistent demand for this metal, which has helped to stabilize prices. Local market is quoted at 7 cents.

SPELTER.—The London market has again been lower, chiefly owing to the advance in exchange, but East St. Louis spot, and this is probably near the low seems to be more steady at $4.50 for point on this movement. With present price on ore there is little profit to smelters at this figure. Local market is quiet at 7¼ cents.

ANTIMONY.—There is nothing new about this metal as it is dull in sympathy with others, with very little demand. Quotations are unchanged, Chinese being quoted at 6¾ cts., high grade English at 7¾ cents.

ALUMINUM.—This metal still fails to produce a feature in the market, but remains very dull with quotations somewhat easier at 25 cents.

Toronto Markets

TORONTO, February 16.—The list of current price revisions is headed by a notable reduction in quotations on axes of all kinds. The average decline is approximately 25 per cent. A similar change is recorded on hatchets of various styles, and through a revision in the discount, prices on bench axes are substantially lower. Reductions also appear on sledge and striking hammers, handled brush hooks, sand paper and emery cloth, and the Engle line of padlocks. Another decrease is noted on wood screws, which averages around 10 per cent. A further reduction is recorded in certain quarters on plumbers' oakum, and revised discounts are given on Stillson wrenches, Canadian pattern. As outlined in last week's market report, new discounts are now in effect on Gilmore auger, eye and car bits. A change in the quotation on miscellaneous wire nails completes the lengthy list of price revisions.

NOTABLE REDUCTION MADE IN QUOTATIONS ON AXES

Toronto

One of the feature market changes this week is the substantial reduction announced by the manufacturers on all lines of axes. This reduction averages almost 25 per cent., and following are the revised quotations on these products:

AXES—

Boys Axes, doz.	9 50	10 50
Hunters' axes, doz.	8 50	9 50
Single bit, doz.	11 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:

Group 2—$0.50, Group 3—$1.00 Group 4—$1.50, Group 5—$2.00, Group 6—$2.50, Group 7—$3.50.

FURTHER REVISION IN WOOD SCREW DISCOUNTS

Toronto

Another reduction in wood screw quotations has been announced. This change entails increasing the discounts 2½ points on all styles, thus recording an average reduction of 10 per cent. Following are the revised discount levels:

SCREWS:—

Discounts off Standard List adopted Aug. 1, 1908	
Wood, F.H., bright	85 %
Wood, R. H., brass	77½%
Wood, O.H., bright	82½%
Wood, F. H., bronze	75 %
Wood, R. H., brass	80 %
Wood, O.H., brass	77½%
Wood, F. H., bronze	77½%
Wood, R. H., bronze	72½%
Wood, O.H., bronze	72½%

REVISED DISCOUNT NOTED ON STILLSON WRENCHES

Toronto

An additional revision has been made on the Canadian Pattern Stillson wrenches. The new discount is 55 per cent. off list, compared with the previous quotation of 52½ off.

SUBSTANTIAL REDUCTIONS HATCHET PRICES

Toronto

All lines of hatchets, including shingling, lath, barrelling and claw, are quoted with substantial reductions this week. Following are the revised price levels on these products:

HATCHETS, SHINGLING—

	Per doz.
No. 1	9 75
No. 2	10 75
HATCHETS, LATH—	
No. 3	10 00
No. 4	10 00
HATCHETS, BARRELING—	
Nos. 50 and 60	14 50
HATCHETS, CLAW—	
No. 7	12 00
No. 8	12 75

WOOD HANDLE PRICE NOW UNDER REVISION

Toronto

Prices on wood handles are now reported under revision, with new net quotations being issued on the various lines.

BENCH AXES RECORD SUBSTANTIAL DECLINE

Toronto

The discount quoted on bench axes has also been revised, thus recording a substantial decline in prices. The revised quotation is 60 per cent. of list. Following are the list prices and discount:

BENCH AXES

List Prices.	Per doz.
No. 1	35 00
No. 2	40 00
No. 3	45 00
No. 4	49 00
No. 5	54 00
No. 6	60 00
No. 7	66 00

Discount, 60 per cent. off.

HANDLED BRUSH HOOKS HAVE LOWER PRICES

Toronto

Handled brush hooks have also been reduced in price this week. The revised quotations are as follows: Light, $14.40 per doz.: medium, $15.60 per dozen.

ENGLE PADLOCKS ON EASIER PRICE LEVELS

Toronto

A reduction has also been announced by the manufacturers on the Engle line of padlocks and similar products.

FURTHER REDUCTION NOTED ON PLUMBERS' OAKUM

Toronto

A reduction of approximately 50 cents per 100 lbs., has been recorded in some quarters on plumbers' oakum. The revised quotation is $6.50 per 100 lbs. in 50 lb. bales.

NEW DISCOUNTS RECORDED ON GILMORE AUGERS

Toronto

As covered by market reports contained in a previous issue of Hardware and Metal, revised quotations have been announced on the Gilmore line of auger bits. These are now quoted at 22½ per cent. off list; while Gilmore long eye, short eye and nut augers are shown with a discount of 5 per cent.

LOWER PRICES ANNOUNCED ON SLEDGE HAMMERS

Toronto

Price reductions are also recorded this week on masons' hammers, blacksmith sledges and double-face striking hammers. Substantial declines are noted in prices on these products. Following are the revised levels:

HAMMERS.

Masons:—

	per 100 lbs.
Under 5 lbs.	24 00
5 lb. and over	18 70
Blacksmith Sledge:—	
Under 5 lb.	18 75
5 lb. and over	13 00
Double-face Striking:	
Under 5 lb.	18 75
5 lb. and over	13 00

EASIER PRICES ON SAND AND EMERY PAPERS

Toronto

As outlined in last week's issue of Hardware and Metal, revised quotations are now recorded on sand paper and emery cloth. The decline is approximately 5 per cent. on these products. Revised discounts are contained on the current market quotation pages.

CHANGE MISCELLANEOUS WIRE NAIL DISCOUNT

Toronto

Further revisions are noted in some quarters on the miscellaneous wire nail discount. This is reported to have been changed from 75 per cent. to 72½ per cent. off list.

NO FURTHER CHANGES IN OIL PRODUCT PRICES

Toronto

While load quotations on gasoline, coal and lubricating oils, remain at unchanged levels, the easier tendency remains in evidence at primary oil centres. Reductions in gasoline prices have been recorded in certain districts of the United States, but such developments have not been reflected in domestic circles up to the present. Unless crude oil levels show signs of receding still further, the opinion has been expressed that oil product prices are not generally expected to change materially from the current quotations.

MODERATE TONE IN CURRENT SHEET MARKETS

Toronto

The recent lower prices on galvanized sheets have failed to rejuvenate the sheet markets to any noticeable extent. Current trade is described as quiet, but this condition is seasonal at this period of the year. Improvement both in conditions and volume of orders is looked for in the near future, with prospects in primary centres brightening up considerably. The introduction of railroad buying on a more extensive scale has reflected a better tone in southern steel markets, while enquiries for sheets from manufacturing consumers, is considered one of the signs of approaching Spring betterment in general. Prices are approximately steady at the recently revised levels, one distributor expressing the opinion that there is evidently nothing worth while shading prices over, the experience of recent months indicating that cutting prices fails to bring out business that is being held over. With construction activity practically assured of a fairly extensive program for the coming season, trade improvement along general lines is anticipated. Following are the prevailing average sheet quotations on local markets:

BLUE ANNEALED—

10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65

BLACK—

18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis
28 gauge	7 00	7 50
26 gauge	7 75	7 25
24 gauge	7 35	6 85
22 gauge	6 90	6 40
18 and 20 gauge	6 75	6 25
Premier and Apollo.		
19¾ oz	6 00	5 75
U. S. 28 base	5 60	6 20
U. S. 2	5 30	6 05
22 and 24	5 15	5 30
18 and 20	5 00	5 75
16	4 85	5 60
12 and 14	4 70	5 45

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

PLATES, CANADA—

Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25

PLATES, COKE TIN—

I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX. 20 x 28, 56 shets	9 00

PLATES, CHARCOAL TIN—

1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00

PLATES, TERNE—

1C, 14 x 20, 112 sheets	12 00

AMERICAN STEEL MILLS OUTBID GERMAN PRODUCERS

Toronto

One encouraging feature in the steel industry from the American viewpoint is the fact that United States mills have recently succeeded in underbidding German producers. Serious price competition has been encountered in foreign markets during the last year or two, through German mills being able to take full advantage of lower wage scales and cheaper production costs, and thus secure coveted orders. This situation is now being reversed in some instances, namely on wire nails and heavy wire products. Southern producers have recently sold wire nail to Japan in the face of German competition. It is stated that this success would indicate that German prices are slightly rising, while prices on this continent have been steadily falling for some time past, due to the producers' efforts to lower costs. Any direct stimulation to the American foreign steel trade reflects in the conditions governing the steel industry in general, and brisk activity in Southern circles is usually accompanied by more cheerful optimism and a brighter outlook in Canadian steel business.

MORE OPTIMISTIC REPORT IN STEEL INDUSTRY

Toronto

With the lower prices on bar iron and steel now generally in effect, some improvement in the volume of inquiry is again reported In some respects this is stated to differ from inquiries that have been received during recent weeks, in that the producers report a slight buying revival in these products, which indicates a future revival along line of fairly respectable proportions. In primary steel centres, the anticipated railroad purchasing is now looming up in a more promising manner, while manufacturing consumers are again noticeably in the market for raw materials. As a consequence of these contributory factors, steel production is working back again to a higher ratio of output, the percentage in some quarters being listed as nearly 50 per cent. Following are the average quotations prevailing on the domestic markets:

IRON AND STEEL—

Mild steel bars base	2 85
Mild steel bands, 3-16 in. base	3 35
Bar iron, base	2 85
Angle iron, base	2 95
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	31 00
Cast tool steel, medium	18 00

DULNESS IS AGAIN APPARENT IN SCRAP

An easier tendency has developed in the scrap material markets. Dulness in scrap iron has been unbroken in the past several days, and there are no signs of an increased buying movement.

Foundries display interest only in immediate requirements. Prices, while not materially changed, showed an easy tone for some dealers were willing to take below market levels in order to do business. Cast iron held its own, but this was due mainly to the firmness of pig iron.

There has been very little activity in scrap metals. Consumers have shunned the market, and little improvement is looked for until there is a firmer virgin metal market.

Gross Tons—	Scrap Iron	
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 75	16 75
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 00	10 50
Light coper	8 00	8 50
No. 1 composition	9 00	9 50
No. 1 comp. turnings	6 00	6 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 00	4 50
Tea lead	2 00	2 50
Scrap zinc	3 75	4 00
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

London Markets

LONDON, February 16.—Price adjustments have been lighter for the last week, and merchants are buying more freely for their present and Spring requirements. Linseed oil is very firm and the new quotations this week show a further advance of ten cents per gallon.

Hardware business in this district continues seasonably good and shows some improvement this week. Reports on collections continue good.

REVISED DISCOUNT ON MISCELLANEOUS NAILS

London

A further revision has been announced in the discount on miscellaneous wire nails. The revised quotation is now 72½ per cent. off list, compared with the former discount of 75 per cent.

SANDPAPER AND EMERY CLOTH PRICES LOWERED

London

New Prices approximately 5% lower than formerly have been announced on sand paper and emery cloth. The new discounts are, sandpaper, list less 10 per cent. Emery cloth, list plus 20 per cent.

FIRM TONE PREVALENT IN TURPENTINE MARKETS

London, Ont.

No further changes have been recorded in turpentine prices, as yet, but the tone continues very firm. A fair seasonable sale is reported at the following levels:

TURPENTINE—	Imp. Gal.
1 bl. lots	1 40
2 to 4 bbl. lots	1 39
5 gal. lots	1 55

RAPID ADVANCE IN LINSEED OIL PRICES

London, Ont.

Due to the rapid rise in price of flax seed, quotations on linseed oil have advanced another ten cents per gallon. Shortage of Argentine seed is given as the primary reason for the recent firm tone in these markets:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 05	1 08
3 to 5 bbls., per gal	1 04	1 07
6 to 9 bbls., per gal	1 05	1 05

Less barrels, add 15 cents gal.

COPPERED WIRE HAT AND COAT HOOKS REDUCED

London, Ont.

Coppered wire hat and coat hooks are approximately ten per cent. lower in price. The revised quotation on the 3 inch, is $1.00 per gross.

LOWER PRICES NOTED ON KING CUTTER RAZORS

London, Ont.

New lower prices are now quoted on the King Cutter razors. The revised level on these products is announced as $30.00 per doz.

REDUCED QUOTATIONS ON McCLASKY WIRE NAILS

London, Ont.

Revised quotations for this season are announced on the McClasky line of wire grips. The new lower price is 70 cents each.

COTTON SEINE TWINE PRICES NOW REDUCED

London, Ont.

Prices on cotton seine twine are now five cents per lb. lower. This change follows the easier trend recently recorded on other cotton products. The revised qoutations follows:

COTTON TWINE.:—

No. 18 and larger, 1 lb. cones, 66c lb. No. 18 and larger ¼ lb. cones, 67c. lb. No. 15 and smaller, 1 lb. cones, 67c. lb. No. 15 and smaller, ¼ lb., 68c. lb.

MODERATE DEMAND FOR CUT AND WIRE NAILS

London, Ont.

Dealers report a fair movement of nails at present, with quotations generaly remaining unchanged at the recently revised levels. Following are current base prices:

Wire nails, ... $3.90 base.
Cut nails, ... $4.35 base.

NEW DISCOUNT ON CANADIAN STILLSON WRENCHES

London, Ont.

A reduction of approximately ten per cent. is recorded on Canadian Stillson wrenches. The latest quotation is list less 55 per cent.

REVISED QUOTATIONS ON KNIFE HANDLED WRENCHES

London, Ont.

The new lower prices on knife-handled wrenches, figured from the revised discount level are as follows:

KNIFE HANDLED WRENCHES:—

6″—8.40 doz. 8″—$10.00 doz. 10″—$12.25 doz. 12″—$15.60 doz. 15″—$21.25 doz. 18″—$26.25 doz. 21″—$32.25 doz.

ENGLISH REAPING HOOKS ON LOWER PRICE BASIS

London, Ont.

The current season's new price on the Pox English reaping hooks is almost 25 per cent. lower than previously. The revised quotations follow:

ENGLISH REAPING HOOKS:—

No. 2—$5.75 doz. No. 3—$6.00 doz. No. 4—$6.50 doz.

SHIPPING BOOKED ORDERS OF POULTRY NETTING

London, Ont.

Booked orders for poultry netting are now being shipped. The price on the 1 and 2 inch mesh remains at the recently revised level of list less 12½ per cent.

Winnipeg Markets

WINNIPEG, February 16.—Several more reductions are made this week on Hardware commodities. A feature of the market is the lower prices on pipe fittings through a revision in discounts. Other lines quoted at lower prices are thumb latches, Gem casters, cable chain, Potts' sad irons. Linseed oil shows another advance which is the second increase in the last few days.

LOWER PRICES RECORDED ON THUMB LATCHES

Winnipeg.

Lower prices are recorded this week on thumb latches. Following are the latest quotations.

THUMB LATCHES

Japanned Iron, No. 101—$1.80 per doz.; No. 102 $1.85 per doz.; No. 103—$2.00 per doz.; No. 104—$2.30 per doz.

LOWER NET QUOTATIONS ON "GEM" CASTORS

Winnipeg.

Through a revision of lists and discount on gem castors, the net selling prices are lower. Following are the new lists which are quoted at net:

GEM CASTORS

No. 351, 40c, per set; No. 551, 48c. per set; No. 751, 56c. per set; No. 951, $1.00 per set; No. 352, 32c. per set; No. 552 37c. per set; No. 752 48c. per set; No. 952 84c. per set; No. 553 48c. per set; No. 554 37c. per set; No. 555, 48c. per set; No. 755 56c. per set; No. 556 37c. per set; No. 756, 48c. per set.

LOWER QUOTATIONS ON WROUGHT COUPLINGS

Winnipeg

Lower prices are recorded this week on wrought couplings. Following are the latest discounts:

⅛ in. to 4 in. 25%.
4½ in. and larger 10%.

NEW DISCOUNTS LOWER PIPE FITTING PRICES

Winnipeg.

Through a revision in discounts, nearly all kinds of pipe fittings have been reduced in price. Following are new discounts:

PIPE FITTINGS

Malleable Class A	65%
Malleable Class B & C	70%
Union Elbows and Tees	60%
Crossovers	45%
Boiler Elbows and Couplings	60%
Unions	45%
Union Dart ¼″ to 2″	25 and 10%
Unions, Dart ⅛, 2½ to 4	20%
Railing Fittings	50%

CAST IRON FITTINGS—

Elbows, Tees, Crosse, Return Bends, Caps and Lock Nuts	25%
Reducers	30%
Bushings	30%
Plugs	25%

PRICE REDUCTIONS ON POTTS LINE OF SAD IRONS

Winnipeg

Reductions are made this week in prices of the Potts line of sad irons and handles. Following are the newest quotations:

SAD IRONS

No. 55, $2.05 per set. No. 50, $2.15 per set.

SAD IRON HANDLES

Common, $1.45 per doz.; Improved, $2.15 per doz.

ANOTHER ADVANCE IN LINSEED OIL PRICES

Winnipeg

This week brings another advance on Linseed oil. Raw is now quoted at $1.01 per gallon and boiled at $1.04 per gallon in barrel lots.

REVISED LOWER PRICES ON WROUGHT NIPPLES

Winnipeg

A reduction is made in prices of wrought iron nipples through revised discounts. Following are the current quotations:

WROUGHT NIPPLES

Close or Short:—4" and smaller, ..40 and 10%
4½" and larger .....30 and 10%
Long:—4" and smaller .....50 and 10%
4½" and larger .....40 and 10%

EASIER PRICE LEVELS ON CABLE CHAIN

Winnipeg.

Prices have been reduced on cable chain. Following are the revised quotations:

CABLE CHAIN

Electric Weld:—3/16 in., $18.18 per 100 ft.; ¼ in., $16.56 per 100 ft.; 5/16, $14.04 per 100 ft. ⅜ in., $12.04 per 100 ft.; 7/16 in, $11.62 per 100 ft.; ½ in., $10.95 per 100 ft.; 9/16, $10.95 per 100 feet; ⅝ $11.55 per 100 ft.; ¾, $11.30 per 100 ft.

Hamilton Markets

HAMILTON, Ont.—A noteworthy fact concerning developments among Hamilton manufacturers and wholesalers this week is the indication of improving trade conditions following upon the completion of inventories and the introduction of more stable price conditions. This is not mere "talk" but facts substantiated by figures shown Hardware and Metal.

A manufacturer of woodenware and an important wholesaler of numerous hardware lines points to the fact that the actual turnover in goods in his business to date in 1922 is equivalent to that of the same period in 1919 which was a record year, and is ahead of the same period in 1920 and 1921. This speaks well for placing business and indicates a fair amount of confidence among buyers, but it is pointed out that there is still room for confidence which has been retarded, in the case of woodenware particularly, due to the instability of prices.

Element of Freight Rates

Freight rates are coming in for much consideration as it is realized that they represent one of the biggest obstacles to lower prices. This manufacturer could not appreciate why a railway employee should receive two or three times the income derived by the farmer and contrary to the opinion that this enabled a greater circulation of money to assist trade, pointed out that too much of the money so earned is spent on extravagant living which does more to hinder than help legitimate trade in necessities. A recent case was cited where the freight on a car of broom corn and on rough timber exceeded the value of the shipment.

This wholesaler reports collections good and after a survey points out that retailers' stocks generally are low. This firm working on 50 per cent. basis of time is getting two-thirds capacity production indicating that the efficiency of labor has greatly increased.

There will probably be some revision in brush prices next July, due to several factors now influencing the situation in this industry. It is not expected that there will be any general decline. Some reductions in labor costs may be made in this industry this spring when normal production is again resumed. At present a schedule of five days a week is being followed by one brush manufacturer who expects soon to increase the working time. Placing business in brushes has been active this year to date, and combined with the sorting business which will later develop, a very fair volume of trade will probably be reported at the year's end. Last year's record is a hard one to exceed in this industry however, as it enjoyed great activity up until June. There are plenteous supplies of materials on hand for another year, bristles now coming from Manchuria. Campaigns to increase the sale of paint always stimulate brush trade, and an active Spring season is looked for, particularly insofar as big paint jobs are concerned. Lack of export businesse is all that keeps this industry from assuming capacity production.

Good Sorting Business

Manufacturers of tools, builders hardware, etc., report a somewhat "spotty" trade though the total represents a bigger volume of business than was enjoyed at this time last year. There has been a good sorting business following inventories, both on the part of wholesalers and retailers. Plans are being made to take care of a considerable requirement of these lines in connection with building operations this spring in eastern cities, but it is expected the West will be slow to offer an active market in these lines. Collections are reported good, and prices firm, with some elements said to be developing that might cause some slight increases in certain directions.

In the iron and steel industry, little new business has been uncovered during the week, and working on about a 40% basis, producers are going carefully, watching for signs of a renewed spring activity in construction and extension work.

Much interest is being taken by local manufacturers and wholesalers in the annual convention of the Ontario Retail Hardware Ass'n. being held here this week and numerous enquiries and a fair number of orders have been placed at the exhibits by retailers.

THE BANKER AND THE RETAILER

(Continued from page 71)

obtained; or if the business is carried on by a joint stock company, the guarantee of the principal stockholders. This may seem a bit harsh, but it is the duty of a bank to get security for its loans, and experience shows that lending upon the general credit of an individual is sooner or later a cause of loss and worry.

There are other ways in which a bank can be of service to a merchant besides lending him money. For example, it can supply him with exchange to pay for his goods in England, the United States or abroad. Sometimes, particularly during the last year or two, when New York funds have ruled at a premium going as high as 19 per cent., some merchants may have thought that this was imposed by the banks rather than by conditions, and perhaps it may not be out of place for me to say a few words on the subject of exchange.

The Exchange Problem

It is a very natural question to ask, "Why should a dollar be worth more in New York than it is in Hamilton?" You know by experience that you can buy as good a dollar's worth for a Canadian dollar in Hamilton as you can for an American dollar in New York. In fact, I think you will get a better meal in Canada for the same money. It would be much easier to understand the situation of the monetary unit of Canada had some name other than dollar. If, for example, it were called a beaver, for the imaginary line that divides the two countries is a very real one in finance.

This is well illustrated by a story of El Paso in Texas. There is a bridge there that crosses into Mexico, and at one time the paper U. S. dollar was at a premium of ten cents in Mexico, while the Mexican silver dollar was at a premium of ten cents in the United States. A bibulous but ingenious gentleman discovered that he could always get ten cents change by taking an American dollar into Mexico and bringing a silver dollar back, and in those pre-historic times that was the price of a drink at the other end, and he kept the process up until the bridge became too difficult to navigate.

Now the reason is to be found in the working of foreign exchange, in settling for goods bought on either side of an international boundary, actual hard money is seldom used and is seldom bought and sold, but the various substitutes for money—cheques, telegraphic transfers, bills of exchange—are things that bankers handle and merchants provide, and prove the motive power of international finance. A bill of exchange (and remember that a cheque is merely a bill of exchange payable on demand) is a debt, and these debts are bought and sold, thus making exchange. The price follows natural laws.

MacLeod, in his theory of banking, says that if money is scarce and wheat very abundant, the price of wheat must fall. If money is very abundant, the price of wheat will rise.

Bear in mind that the ultimate settlement of any debt is in funds of the creditor country, and governed by the condition of the debts between the two countries. But the excess of imports over exports is not the only factor. There are also imports loaned or invested, or exchange for services or representing bonds and securities sold.

Service to Tourists

As an example of service rendered take that afforded visitors to our summer resorts such as Muskoka and the Rocky Mountains. They usually pay in American money sooner or later. The money left by travelers has a very important bearing on the financial condition of the countries. Take Switzerland for example. These and other things make what might be called a hidden balance of trade, and the great drop in the

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COMBATING BUSINESS DISEASE

(Continued from page 76)

view. It will take that individual action which is the result of business acumen and personal study of the situation. It is necessary, therefore, for us to devote more thought and more productive energy to our business. The most experienced counsel can only advise us according to his own state, while we with the close knowledge of the conditions which surround us can —if we will—proceed intelligently and independently towards that success which may only be achieved by personal initiative and effort.

Combating Business Disease

To wait for things to improve is nothing short of disastrous to your business. There never was a time when intelligent action was calculated to produce such marked beneficial effects. Mr. Molson Mills, your president, told me some time ago that it was his intention to leave his office and go behind the counter so that he could meet his customers; know what they expected and how best to serve them; so that he could keep in close touch with his clerks with a view to increasing their sales efficiency; so that he could stimulate the enthusiasm necessary to service and selling, and so that out of his action would arise that keen competition among his clerks that is conducive to the highest type of business ability.

And why? Simply because Nelson Mills has realized that conditions call for different treatment; analyzed the proposition, and appreciates that for every action there is a re-action, that with increased effort he is bound to have increased sales. Nelson Mills is personally going to take a hand in steering his ship through a choppy sea to calmer waters, because he is satisfied that to help business conditions as affecting his store more thought and greater effort is required. In a word, he believes that prevention is better than cure, and he is taking the necessary precautions against the business disease.

Gentlemen, we need more of that spirit. It is the only cure for the incipient business disease. I have not the words in my vocabulary to impress you with the necessity of activity during the next twelve months. We have only a short period to go through where this activity is really necessary, and if we have desire enough we will have courage enough to provide sufficient energy to carry us through that short period, and, by the momentum it will have gained, for several years after that.

The Law of Salesmanship

Much has already been written and spoken about the value of suggestion in selling and, while no retail merchant whom I have met has thought contrarily, yet there is a deplorable lack of appreciation of this valuable method of increasing sales—perhaps because of its simplicity, perhaps because the suggestion is not clothed in scientific, brainracking terms, which seem to appeal to human nature.

In my home a short time ago I had occasion to go to the flour bin, in which I found an old broken cup which, when I attempted to use, scattered the flour all over the kitchen. I inquired of the general manager of our culinary department (my wife) if that was the best utensil she had for the purpose and, upon being informed that it was, I immediately set out to buy a flour scoop. How many hardware stores I entered would be hard to say. Suffice it that I quit when I got tired and there was not one to be had in the whole neighborhood. Now I presume, reasonably, that there are hundreds of families in that vicinity who would be very glad to buy a small fifteen cent flour scoop if someone would ask them to—if someone would show one to the prospective customer—if someone would only suggest that it was so much more handy and inexpensive than a cup.

Times out of number Mrs. Penberthy has asked me to buy a flash light for the home. We haven't one yet. The reason is that on every occasion that I have visited a hardware store it has been for something of a totally different nature and I have never thought of a flash light. Probably all of you sell fuses. Did it ever occur to you how handy a flash light is when putting in a fuse? Had some one called my attention to flash lights when I was buying fuses he would have made a very easy sale.

So much for the part that suggestion plays in creating sales and as a cure for the business disease. Here are two instances of two transgressions of the laws of salesmanship.

Application of Effort

A short time ago an industrial institution in a small town in the vicinity of Toronto wrote to us asking if we would supply them with some of our goods to finish a job they had started. We referred them to our agent in their town and the industrial people wrote back stating that our agent did not carry Lowe Brothers' flat wall paint, he only carried varnish stain. We wrote again stating that we were sure our agent would order whatever they wanted, but, if he was not disposed to, the goods could be procured at a certain store on the outskirts of Toronto. This man drove eleven miles and placed an order for $50.00 worth of our material with a Toronto merchant, and the merchant in the smaller town wonders why business is so bad.

In the city a short time ago we had a call from a prospective purchaser of our products. We referred him to our agent who was less than fifteen minutes' distance from our factory. During the day there were three different people referred to that store, and were turned away because the merchant did not carry the products they wanted. In other words, he was not sufficiently interested in his business to go to the telephone and order his customers' requirement to be sent direct. He lost probably $15.00, possibly a $100.00, by his indifference, and he would consider us hard if we pressed him for his bill.

Manufacturers have spent thousands of dollars in organizing a service department, or, where there is not a service department, dealer helps, with the desire to co-operate with the dealers in increasing their sales. Our experience has been that only a small percentage of the dealers use the sales' helps at their disposal or even try to interest their clerks in the use of such assistance. It is significant, however, that those who do use it are usually the most progressive and prosperous merchants.

In the seeking of more sales, gentlemen, the application of every possible honest means to create sales is the answer to your problems, not only these particular months of uncertainty, but any others that might come within your future experience. It is the one dependable formula, the one antidote to all your business diseases. More thoroughness, more activity, more sales.

Activity Kills Atrophy

There is one more caution, gentlemen, that I would like to give that concerns collections. A letter came to my desk a few days ago from a small account in a small village. His account is long overdue and he has written us asking for an extension. The letter is a very fearful one. He is doubtful as to when he will be able to pay his account and it is evident, if you read between the lines, that he is much disturbed over his financial condition.

He mentions that he has outstanding several thousand dollars in a community of three or four hundred. Plainly, his store has been affected by the business disease. The man has been waiting for business to improve and he has become so used to waiting that the same inertia is applied to the collection of his accounts. His lack of foresight has placed him in a financial quicksand from which he is going to find it very difficult to extricate himself. Of this unfortunate individual we will say no more. You will draw your own conclusions. He is but representative of hundreds of retail merchants through the Dominion of Canada.

I do wish, however, to suggest a few thoughts that might be of immediate value to you. Indiscriminate credit is one of the most disastrous things a merchant can permit. It is human nature for the man who owes you to avoid you, even though he may be an honest man. It is human nature for the men to withhold payment longer, the greater the debt. If John Smith owes you $10.00 and has been your debtor for three months, John Smith knows that you expect the money. If he needs a wrench he will go to your competitor for he does not want to meet you.

Mrs. Smith owes you for a Casserole. That is nothing, she will pay you the next time she calls at your store. But, she does not call for a month or two, during which time she has bought on credit another $15.00 worth of merchandise—she now owes you $30.00. Thirty dollars is something and she is waiting for things to improve—for her husband to get a raise or for the chickens to multiply before you get yours. Waiting; waiting is synonymous with disintegration, with atrophy. If your customers all wait and you wait with them, and we wait with you, all three eventually are broken. If they cannot pay their bills you cannot run your business. If you cannot conduct your business we fail. If we fail, Mrs. Smith's husband is out of a job and we have a depression.

Gentlemen, activity applied to the collection of your outstanding accounts is as necessary, if not more necessary, than the consideration of activity as applied to your sales. Less waiting on the part of the individual and the community at large, collecting the money for what you do sell is the simple formula I have to suggest.

Curing Business Ills

Summarily, the progressive merchant has been startled into consciousness of the fact that stagnation is the worst enemy of business progress, and it is infinitely better to clear his shelves of slow moving or stagnant stock at cost, or less than cost if needs be, than to have his investment tied up and daily depreciating with the stock so represented.

This awakening, if it may be so termed, augurs well for the prosperity of the indivivdual and the community at large, since on business activity and the ability to keep in circulation the commodities of life virtually hangs the economic fate of the nation—not to speak of the individual.

The cure for an ailing business is not cheap goods which, being cheap, are undependable and calculated to impair your business progress. Cheap goods are a poor investment not only from the standpoint of future considerations but from the immediate standpoint of percentage of profit. I would be glad if I had time to prove this to you.

Cutting down your expenses by laying off hands or those agencies which are instrumental in the progress of selling is no better cure. Doing what the other fellow does, is worse. You need everybody who and everything which can assist you to the end in view—more sales. The more you enjoy, automatically, the less your overhead. The less your overhead compared with a satisfactory volume of sales the healthier your business. Let us rouse ourselves from the lethgary which has been responsible for a great deal of this business stagnation, this business depression, spend some analytic and constructive thought on our requirements, enlist the co-operation of all who can help us—particularly our clerks and our suppliers—and let us

Buy discriminately,
Sell enthusiastically,
Collect aggressively,

and prepare to ward off or cure the business disease and make 1922 our greatest selling year.

Setting an Objective for Paint Trade

Paint Trade Says "Increased Sales This Year"—Who Is Going To Get The Extra Business?—Early Preparations Suggested To "Cash In" On The Bigger Business—Unpacking New Stock, And Re-Arrangement of Old

IN DISCUSSING the possibilities for paint trade during the year, manufacturers are unanimous in their opinion that 1922 will show increased returns over the past year. After carefully going into the records of sales in 1921, the trend of the market during the past twelve months, the paint requirements in all sections of the country, their efforts insofar as advertising is concerned; in fact after a careful and conscientious survey of conditions, both past and present, they are convinced that paint sales will this year reach a new standard. They state they are going to sell paint and lots of it. Further, it is the dealer trade that is expected to bring the desired increase. These opinions are based, they state, from actual indications. There is no doubt of the painting needs of the country and with the lower prices now existing these are thought to be the two factors that offer encouragement to their predictions.

With such an encouraging outlook from the sources of supply comes the question, who is going to sell the paint? The agent for the Jones line or the Blank agency? It would seem to dwindle down to the individual merchant to ask himself the question, what is the objective for our paint department this year?

The records for this section of the retail store showed up very well during the past year. There was a good amount of painting in both the Spring and Fall seasons of 1921, and dealers were able to "cash in" on their turnover. At the same time they were placed in a position to reduce their stock considerably, thus placing them in a position to take care of their new supplies this season with more ease.

Early Preparations

True, the really active season in the paint department does not commence until March, and sales in earnest are not enjoyed until April, and perhaps May. Continuing then until the mid-summer weather of July and August, the true value of paint consumption is felt. However, does not the real season, insofar as the dealer is concerned, commence from the time the new season's stock arrives in the opening weeks of the year? It is generally admitted that January and February are quiet months in the hardware store, paint sales suffering with the turnover of other commodities, but with the Spring shipment of paint arriving at this time, unpacking and re-arrangement of stock on shelves, brings to the minds of merchants that another season will soon begin, and early preparations will have to be made in order to enjoy the full benefit of this department.

Let us assume then that the first duty is bringing in the new season's supply, and arranging the shelves in order that they may accommodate the heavier load. Placing new labelled cans at the front would certainly add to the appearance of the department but the clean appearance given would be more than entirely offset by the harm done in having the older stock remain in evidence while new goods are being sold. Therefore, although appearance must suffer for the time being, the method adopted by many dealers of always placing older labels at the front, can well be recommended.

Earlier preparations in the month of January or February also involve mailing lists and advertising matter both for circularizing and store or window use. Revising lists for mailing purposes is a task that requires a good amount of attention, eliminating "deadwood" and adding new prospects. The habit of submitting the previous year's lists may well be scored because it is detrimental both to the store and the supply house. Manufacturers advise, "the longer the better," when asking for the list of prospects for direct mailing purposes, but certainly not filled with names which represent poor prospects for paint.

Advertising matter is also freely supplied, and if there is not sufficient received with the Spring shipment, it is considered well to advise the paint firm at an early date because plenty of color cards, pamphlets, counter cards and other material, is almost essential in the campaign that is to follow. There are many methods that dealers in the different sections employ in distributing smaller advertising matter of this kind. Some wrap them in parcels, some use with a circular letter sent from the store itself, some send in the monthly accounts, while others again forward in a separate one-cent envelope. Any method might be recommended, all having been proven fruitful in extending the campaign.

Outside Missionary Work

With the work on the inside of the store finished in the opening months, many dealers report good results from early outside canvassing, or missionary work. In the months of October or November there may have been various residences or other out-buildings which the owner contemplated painting, but owing to the first snow flurries such was not commenced. These are classed as number one prospects for the following spring season, and very often an early personal call will bring the painter on the job as soon as weather permits. These are also customers who have always made a practice of painting their buildings every few years, and here too an early canvass often closes the order well before the season commences.

The painter is not overlooked, he having work on hand in the previous fall that could not be finished. By soliciting his patronage before his active work commences, the list of these jobs can be obtained and will assist both himself and the store. He is as anxious to re-commence his duties as the merchant is to sell the requirements.

Therefore, although the spring painting season is usually termed as from April to July, merchants have found through experience that it commences in January. Efforts both from the inside and outside are required in the early months of the year to assure bigger results when the material is actually sold at a later date. The call of the housewife for house-cleaning needs is probably the sign of approaching spring in the hardware store, but it is not necessary to wait for any such sign for the commencement of the paint season as far as the hardware store is concerned.

SERVICE

CONFIDENCE

FAIR DEALING

Ideas Practically Interpreted

"An idea is like a meteor; at the critical moment, the confused meditations which have preceded it open a way, and the spark flashes forth." (*Hugo*)

On another page of this issue is printed an address, delivered by our Vice-President before the Hardware Merchants of Ontario during their very recent Convention, entitled "The Business Disease." If you will read it you are sure to agree with the logic of his contentions and to profit by the few simple thoughts and methods he suggests for the stimulation of a dispirited retail business.

Too much cannot be said of the vital importance of *selling* or *turnover* as the corrective for most of the present day business ills, and any ideas that might suggest a cure are indeed invited by the earnest business man—but, read the address for yourself and draw your own conclusions.

What we particularly wish to say in this message is that the principle of *MORE SALES* was the main consideration in preparing a very effective day-in-and-day-out Dealers' Sales Service. In fact, this principle is the very backbone of our present Sales Promotion System. It is a service which at the present time under present day conditions, is seeking the prospective purchaser and creating more sales for our Dealers. You will better appreciate the possibilities of such a service after you have read the article referred to.

Ideas!—Who does not welcome them? We have some, and would appreciate the opportunity and the pleasure of discussing them with you.

Lowe Brothers, Limited.
PAINTMAKERS – VARNISHMAKERS
TORONTO – CANADA

If interested tear out this page and place with letters to be answered.

The Brush Department

Plans For Early Spring Brush Business

Big Field of Business in Brushes Exists For Merchant Who Can Thoroughly Acquaint Housewives With Various Brushes Provided For Their Use

THE RESULTS which followed the "one cent" brush sale arranged by the Mills Hardware Co., Hamilton, Ont., as outlined fully in last week's issue of Hardware and Metal, indicate the possibilities which exist in the brush department for stimulating trade periodically in some such way. Another big advantage of such plans i that they introduce to the housewife many brushes particularly designed for some household use, with which she has not been acquainted. Once she has used a certain brush and found how much better it does its particular work than did the other brush which was improvised for the purpose, she will be a better brush customer in future and will do much to advertise among other housewives, the value of buying the brush which is made for a particular purpose. In this way the sale of household brushes can be greatly increased.

Practically every brush that is manufactured to-day is made to fill a particular need and both in point of material and design it is specially fitted to perform this particular function. The housewife who is unacquainted with these various types of brushes is missing something which will greatly facilitate her work. On this basis the hardware merchant has an effective appeal to launch through the ads and the window displays. A display in the window showing by actual demonstration the particular use for which certain brushes are designed would interest a great many housewives and bring in many sales.

Spring housecleaning and painting will be under way within the next month or so. It is a little early yet to plan on direct business from this source, but it is a splendid time to start a little educational work to show housewives how they may greatly lighten the burden of housework in the Spring of the year by selecting a range of brushes from the hardware merchant's stock. The suggestion to use housecleaning helps to lighten work is sure to appeal to the housewife. Brushes not only lighten work but they do it more quickly and thoroughly. Herein lie some of the strongest arguments for brush selling.

Paint Trade Emerging From Depression

Annual Meeting of Canadian Paint, Oil and Varnish Association Discuss Progress of Paint Industry During Past Twelve Months

THE NINTH annual meeting of the Canadian Paint, Oil and Varnish Association, held at Montreal, again discussed matters pertaining to the paint and varnish industry. After the minutes of the last annual meeting were taken as read, the president reviewed the salient incidents and characteristics of the year 1921. Mr. Henderson then pointed out the great value of the Association, and expressed the opinion that it was entirely due to the relationship of confidence and friendly feeling among members that the industry had in the past year emerged so well from a most trying period. Market stabilization, he considered together with the "Save the Surface" campaign had brought the industry through a year of great business depression. He was of the opinion that business with many industries would still be hard to get for some months to come, but he was certain that the paint and varnish industries would undoubtedly be better off than most others.

Report of Save the Surface Committee

As a fore-runner to the report of the Save the Surface Committee a moving picture was shown, this picture having been prepared by the American Save the Surface Campaign Committee. The full report of the committee which was then read by the chairman is contained elsewhere in this issue.

In response to the intimation that there was some lack of knowledge of the campaign in parts of the province of Quebec due in a measure to the lack of supplies of advertising matter written in the French language the meeting was informed that all advertising was now appearing in both French and English.

Freight Classification

It was arranged that the Transportation Committee would hold a meeting as early as possible and inform the Association members with respect to requirements under the new classification and suggestions offered by the Canadian Freight Association insofar as containers of all kinds were concerned. Also to inform of other changes which would become effective with the adoption of the new Freight Classification No. 17.

Price Readjustments

New lists on pure colors in oil and japan colors were adopted, also a slight modification in quotations on aluminum paint. On these products, however, the changes are of a very moderate nature, and deal principally with the differential between small and larger sized packages. Raw material and other productive costs were reviewed, and it was clearly shown that prevailing quotations on all lines were much firmer than at the time of the recession in prices last Fall.

Paint Trade Notes

Lindsay McL. Scott of Scott Paint-Varnish Co., London, Ont., is a visitor at the Martin Senour Co., Montreal.

* * * *

Among those from out of town attending the annual meeting of the Canadian Paint, Oil and Varnish Association in Montreal were:

J. J Riley, Flint Varnish and Color Co., Toronto; T. F. Moneypenny and H. E. Mihell, Imperial Varnish and Color Co., Toronto; F. J. Penberthy, Lowe Bros., Ltd., Toronto; Fred Moore, Benjamin Moore & Co. Toronto; Chas. Hichman and W. C. McLaren, Ottawa Paint Works, Ottawa; J. D. Craig, Sanderson Pearcy & Co., Toronto; L. C. Stephens, G. F. Stephens & Co., Winnipeg.

THE BANKER AND THE RETAILER

(Continued from page 92)

premium on New York funds at this time as compared with a year ago, may be accounted for first by the tremendous slackening in business here. We have very few commitments for raw materials or goods to pay for in the United States when business is dull in Canada. In the second place, money is getting cheap over there, and they are hungry for our first class bonds and debentures, and the continual floating of these has brought down the premium.

But I cannot see how we can hope to abolish, except temporarily, the premium existing on New York funds until we are in a position to resume the export of gold if need be, to pay for international trade balances, and that is a long way off when you consider our heavy debt and the potential conversion innate in our Victory Bonds and other securities.

We have our troubles here in Canada, but they are nothing like so severe as they are in other parts of the world. They are the lesser problems of growth resumed. We have no war currency to deflate, out budget is approaching a balance. In foreign trade, our cash position is stronger than ever. Our field crops show an increase, and we are producing and no other country in the world can point to a combination of all these factors in February, 1922.

Let us take heart, work hard, economize, and put the country in its rightful place, that is, on top.

BOECKH'S BRUSH NEWS

ALL BOECKH'S BRUSHES **ARE MADE IN CANADA**

That Great Teacher---Experience

WITH all the good intentions in the world, the lack of long experience often leads to many mistakes. This is true of every activity—brush manufacture included.

And this is still another reason for the great and uninterrupted satisfaction enjoyed by dealers who sell Boeckh's Brushes.

Ever since 1856 this company has devoted its energies to making good brushes—brushes of every kind for every purpose—brushes which have that winning combination of good material, good workmanship and good finish.

This company's experience is exceptional—unique. There is no problem in connection with brushes which we have not solved—and a large proportion of the new and improved methods of brush manufacture have been developed by Boeckh experts.

The result is a product that is absolutely dependable—a guarantee that we are not only willing, but able, to make good to the very uttermost.

An Invitation To You

We are here to give you service. We do not consider that our relations with our customers end with the sale of a bill of goods, but are prepared to help you out with your brush selling problems. If there is anything in connection with brushes about which you need experienced counsel, do not hesitate to write us. It is a pleasure and a privilege for us to place our brush experience at your disposal.

The BOECKH COMPANY *Ltd.*

TORONTO, CANADA

Established, 1856

Montreal—
The H. E. Smith Sales Co.,
130 Craig Street West.

Winnipeg—
Mr. J. B. Buckham
664 Broadway.

Vancouver and Victoria— **The T. S. Griffiths Company,**
1080 Hamilton Street,
Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

Developments in Paint Industry

Review of Recent Important Events Offers Encouragement for Future Efforts to Create New Records—Paint Industry in Better Position Than Others Due to Co-operation

Address of President George Henderson at Annual Meeting of Paint, Oil & Varnish Association

MINOR REVISIONS IN PAINT PRICES

Some minor revisions in certain paint prices were decided upon at the annual meeting of the P. O. & V. Ass'n., these changes indicating a stiffening in the market.

Aluminum paint is advanced 50 cents per gallon, thus bringing the base quotation to $5.50 per gallon.

Colors in Japan are slightly higher, while the differential on colors in oil also shows a small advance. This latter change will have no effect on the 1-lb. tins, but the 25-lb. sizes will now cost less.

Putty and white lead, in small tins, are increased, the differential between 25 lb. tins and 5-lb. tins being 4 cents per lb. and 1-lb. tin 6 cents in advance.

"IT BECOMES MY duty on a fifth occasion to review the activities of the Canadian Paint, Oil and Varnish Association, during the year immediately preceding. It is not my purpose to dwell at length on bygone events. As a young and vigorous organization, the present and particularly the future, are of greater moment than the past, but a brief resume of last year's salient incidents and characteristics will be helpful in guiding us during 1922, and therefore you must be patient with a few words of history.

"The first meeting of the year under review may perhaps be regarded as that one held in Toronto on December 1st, 1920. It dealt mainly with the price question. At that time house paints, marine paints and porch floor paints were reduced 50c a gallon, second quality house paints 25c per gal., inside floor paints 30c per gal., and flat wall paint 25c per gal. It was proposed that the new prices would remain fixed until July 1st, 1921.

"On the same occasion the tariff committee reported that the brief prepared by them had been forwarded to all members for their approval, and no fault had been found with it. A hearing with the Tariff Commission to submit the brief was arranged for Toronto on December 2nd, 1920, and a number of the Montreal and Toronto members attended the commission's meeting. Owing to the fact that other groups submitting evidence did not finish in time, our hearing was adjourned, and the Montreal members returned home leaving Mr. Moneypenny to look after the interest of the paint and varnish trade. He was given a hearing a day or two later, and submitted our case with his accustomed energy and ability.

"The annual Meeting was held in Montreal on February 3rd, 1921, and all officers were re-elected. The members discussed the price question at this meeting, and felt that prices should remain unchanged at the moment, but should be taken up again in the immediate future.

"The proposed new Freight Classification No. 17 was discussed and a committee appointed to look after the member's interests. The report of this committee will be submitted at this meeting.

"On February 8th, a few days after the annual meeting, a special meeting was called to again consider prices, and on this date the following reductions were declared: First quality house paint, white 60c per gal.; first quality house paints, colors, 70c per gal.; porch floor paints, 70c per gal.; second quality house and floor paints, 50c per gal.; first quality inside floor paints, 25c per gal.

"In June 1921, the question of varnish prices came up, and as no reductions had been made in these goods up to that time, it was felt, particularly essentially varnish concerns, that changes should be made. It was decided that the matter be left in the hands of the varnish committee, which held a meeting in Toronto on June 27th, when a general reduction of 15 per cent. was made.

"At a representative meeting of the association held September 13th in Montreal, it was arranged that the varnish committee be known in future as the varnish section, and that it should have power to decide upon varnish prices without the necessity for these being confirmed by a general meeting of the association. It was also agreed that all members should receive notices of varnish section meetings, and that all may attend same and have equal rights with the members of the section.

"At the September meeting of the association further reductions in nearly all lines except varnishes and enamels were arranged, and these prices are in effect at present.

"The question of prepaying freight by some of the members to very numerous points in Ontario, Quebec and the Maritime Provinces was taken up, and to prevent this practice becoming general, the chairman and the secretary were asked to arrange delivery points where goods to the store and jobbing trade might be delivered freight prepaid. To all points other than those determined upon, prepayment or allowance of freight is not permitted, except in the case of carload lots, where it may be allowed at the option of the member making the sale. The list of delivery points was given in the minutes of the September 13th meeting. On the unanimous recommendation of our Western members, a number of delivery points west of the Great Lakes were cancelled by notice issued September 27th, 1921.

RE-ELECT OFFICERS PAINT ASSOCIATION

At the recent annual meeting of the Canadian Paint, Oil and Varnish Association held at Montreal, officers were elected for 1922 as follows:

President, George Henderson, Brandram, Henderson, Limited. vice-presidents: Walter B. Ramsay, A. Ramsay & Son Company; L. C. Stephens, G. F. Stephens & Co., Ltd., Winnipeg; T. F. Monypenny, Imperial Varnish and Color Co., ..Ltd., Toronto.

"Save the Surface" committee: R. C. Mission, H. E. Mihell, John Irwin, George Henderson, Royal Cluxton, L. C. Stephens and J. C. Pendray.

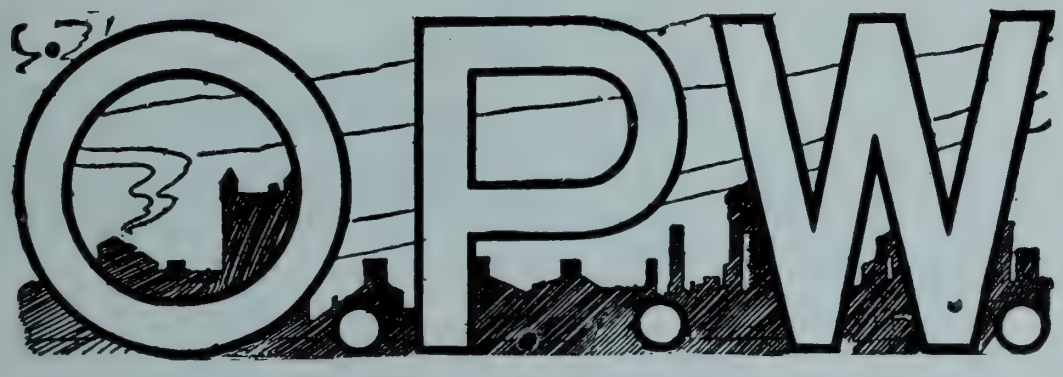
"At the September meeting the Sales Tax matter was again discussed, and it was decided that the maximum a member of the association shall be obliged to charge a customer by way of sales tax, might be the 1½ per cent. required by law to appear on the invoice; in other words, he may at his own discretion, absorb up to 1½ per cent. of the Sales Tax.

"Apart from the progress of our financial affairs, which the secretary-treasurer will touch upon, in his report, I believe the foregoing is a rehearsal of the outstanding eventualities of the year 1921. It all sounds very simple and like a record of plain sailing. You all know, however, that this was far from the case, and that we have just emerged from one of the most trying, if not the most trying, year in the history of the industry in Canada.

"What the past of 1921 made evident, the future of 1922 will prove again. We are not out of the woods. Business is still hard to get, and must remain so with the great majority of industries, until at least the autumn of this year. Our industry will undoubtedly be better off than most. This, in my opinion

(Continued on page 102)

What



means to you

Pleasant business relations, good goods, customers 100% satisfied, bigger paint profits in 1922.

Ottawa Paint Works, Limited

OTTAWA, CANADA

Branches: MONTREAL and TORONTO.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, February 16,—The decision reached at the annual meeting of the Canadian Paint, Oil and Varnish Association, held in Montreal, that quotations on prepared paints in general, varnishes and white lead in oil, should remain unchanged for the active spring season, is the feature of the paint markets this week. There were changes of a minor nature declared, such as on aluminum paint, japanned colors, colors in oil, putty and white lead in 5 lb. and 1 lb tins, outlined in the following reports.

Linseed oil and turpentine also again attract attention, both products being further advanced, the rise being very rapid in oil prices. The firmer tone, with increased quotations following, commencing over two weeks ago, has been well maintained, in fact the gain has been much more pronounced this week with quotations advancing 15 cents per gallon. Present quotations are $1.08 and $1.10 per gallon in one barrel lots for raw and boiled oil respectively. Although speculation is undoubtedly responsible for the oil situation to an extent, estimates of Argentine crop, which now bring American crushers to the Canadian market, is said to be the real reason for the present flurry.

FURTHER RAPID ADVANCE IN LINSEED OIL PRICES

Montreal.

Advanced quotations to the extent of 15 cents per gal., has been the development in linseed oil prices in the past week. The recent firmer tone, commencing two weeks ago, continues, but the gain in oil prices are simply following the flax market, these prices showing substantial gains, particularly in the last few days. One local crusher stated that over the week-end, from Saturday until Monday, these prices advanced 25 points, following which the market still continues very firm.

Speculation is undoubtedly responsible to an extent, but the fact that American crushers are now buying very heavily on the Canadian market, with practically no supplies in their own country, is said to be the real reason for the present flurry. Argentine crop estimates also are by no means favorable. Where last year there was a total yield of 50,000,000 bushels, it is estimated the yield will not total over 30,000,000 bushels this season. Prevailing quotations locally are as follows:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal	1 08	1 10
6, 3 to 5 barrel lots, per gal..	1 00	1 08

Less barrels, add 10 cents per gallon.

TURPENTINE QUOTATIONS AGAIN INCREASED

Montreal.

A further increase of 5 cents per gallon is recorded on the local turpentine market this week, bringing the quotations now up to $1.32 per gallon in one barrel lots. Quotations at primary distributing centres are still very firm although the rise in these markets has not been so rapid in the past few days.

However, as outlined in last week's issue, it was altogether probable that local quotations would still advance even if Southern prices remained steady, because of cheaper stocks on hand here being still available. New supplies have recently reached this market and quotations, therefore, have been necessarily increased. Reports from the South now indicate that much depends on European demand for the future of this product, although there is every indication of a firm tone continuing. Producers are still more or less in control of the situation and offer only ample supplies for existing demands, thus if English buyers enter the market to any extent, which is altogether probable because of the earlier opening of spring there, further advances may be expected. With these conditions prevailing local distributors look for little recession in prices, but point out the possibility of even high prices ruling for the next few weeks. Advance quotations are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	1 32
2 to 4 barrel lots, per gal.	1 30
Broken lots	1 42

WHITE LEAD SHOWS LITTLE VARIATION

Montreal.

White lead in oil will remain practically unchanged for the active spring months, this decision being reached at the meeting of manufacturers this week. There is a change, however, in smaller packages, 5 lb. and 1 lb. tins prices being advanced through increasing the differential in these quantities. After a thorough review and discussion of existing raw material costs, it was unanimously decided that present levels would remain as formerly although it is pointed out that productive costs are considerably higher now than at the time of the last revision. Pig lead is now higher in price and linseed oil has new higher levels at the present time. Unchanged quotations therefore, are as follows: $12.00 in 5 ton lots, $12.75 in 1 ton lots, and $13.10 in less quantities.

HIGHER PRICES ON PUTTY IN SMALL TINS

Montreal

Current quotations on putty in larger containers remain unchanged, while 5 lb. and 1 lb. tins are increased in price. Container costs are really responsible for this increase, the former differential not being sufficient to cover the extra cost of packages. Following are revised prices:

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk drums, 100 lbs.....	5 00	5 50	5 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
5 lb. tins	9 25	9 75	10 00
1-lb. tins	11 25	11 75	12 00

Pure Linseed Oil Putty, $1.50 per 100 lbs. ad-

ALUMINUM PAINT ADVANCED 50 CTS. PER GALLON

Montreal

Aluminum paint in all sized tins is advanced 50 cents per gal. bringing the base price in one gallon cans to $5.50 per gallon.

DIFFERENTIAL INCREASED ON COLORS IN OIL

Montreal

One pound tins of colors in oil remain unchanged in price, but 25 lb. tins will now cost less owing to a change in the differential. Formerly, the difference in quotations between the two sizes was not sufficient for an active sale of the larger sized tins. It was found that consumers who use large quantities very often purchased the one pound tins because the advance prices did not cover the loss usually sustained in using the larger cans, as there was always a wastage owing to evaporation when the can had been opened. For this reason it was decided to advance larger sized packages.

Toronto

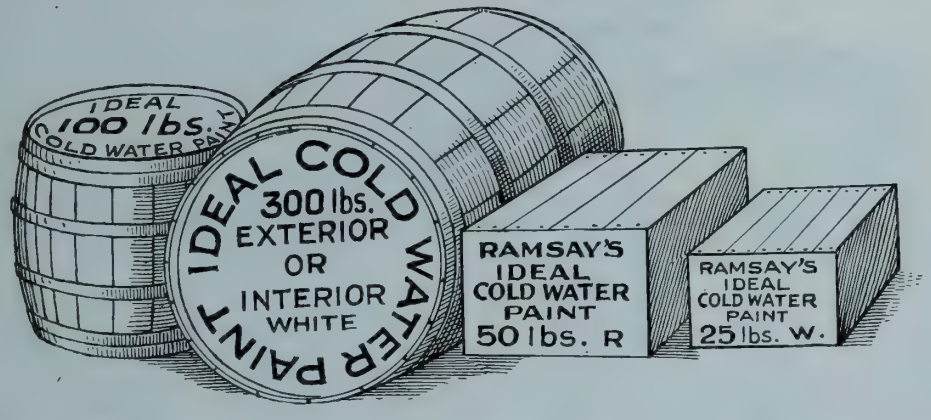
TORONTO, February 16.—Further rapid advances in linseed oil quotations, coupled with slight changes announced on paint products, supply the feature events in the current paint market reports. The revision in prices declared by paint manufacturers as a result of the recent annual meeting, includes an increase in aluminum paint, and changes in the differential on colors in oil, with a similar revision for putty and white lead in smaller packages.

(Continued on page 102)

RAMSAY'S

Ideal Cold Water Paint

For Exterior and Interior Use



A Small Investment Large Return Proposition

RAMSAY'S IDEAL COLD WATER PAINT

Something new in a cold water paint that anyone can mix by just following a few simple instructions.

Ideal Cold Water Paint is a product of Canada created as a result of research work carried on during the war to develop Canadian products of every description. The outcome of this study was the discovery of the main ingredient entering into the manufacture of Ideal Cold Water Paint.

"Ideal" is a Fire Retardant. This effective cold water paint is made in a dry powder form only, requiring only the addition of water when it is ready for use. It will not deteriorate from standing. Supplied in white and six beautiful deep shades, from which any number of tints may be produced. We show in our color chart the six deep shades R, S, T, W, X and Y, and twenty-four beautiful tints which you can obtain by the addition of Ideal white and mixing with water.

Both deep colors and white are put up in the following size barrels and boxes, which are lined with dampproof paper:

25 and 50 lb. boxes
100 lb. kegs
300 lb. barrels

Send for color card, prices and information.

A. RAMSAY & SON CO.

Makers of Property Preserving Paints and Varnishes for 80 years

MONTREAL

Toronto
49 Colborne St.

Edmonton Distributors:
Revillon Wholesale Limited
Edmonton

Winnipeg
123 Bannatyne St.

Nova Scotia Distributors:
James Simmonds, Limited
Halifax, N.S.

Vancouver
167 Pender St.

Calgary Distributors:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be answered.

TORONTO PAINT MARKETS

(Continued from page 100)

Prepared paints such as house and floor paints, flat wall colors, barn, marine and all other products remain unchanged in price.

The sudden rise in values of linseed oil is attributed to the American crushers' interests coming into the Canadian flax seed markets, owing to reported shortages in Argentine centres. This situation has served to boost the domestic prices on seed, which coupled with an improved demand for o.. resulted in additional increases.

STRONG SPECULATIVE TONE IN TURPENTINE MARKET

Toronto.

Although turpentine quotations continue to show strength, the price of $1.40 per gallon in one barrel lots, represents the average of the quotations now appearing on the domestic markets. Certain distributors are offering turpentine at prices a few cents below this level, due to having some stocks on hand which were purchased prior to the rapid advance in southern prices. On the other hand, fresh supplies appearing locally, carry the higher cost. It is estimated that a uniform quotation will probably materialize in the near future, due to the continued firmness in the undertone at Savannah circles. While the speculative element remains in evidence at primary distributing points, future price levels are decidedly uncertain. Following are local quotations:

TURPENTINE—	Imp. gal.
1 barrel lots	1 40
2o to 4 barrel lots	1 39
5 gallon lots	1 55

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon extra.

MINOR REVISIONS ON PAINT PRODUCT PRICES

Toronto.

Some revisions of a minor nature have been declared by paint manufacturers, these changes suggesting a firmer tendency in the markets. The principle advance is the increase of fifty cents per gallon in aluminum paint, this bringing the base quotation on this product to $5.50 per gallon. Colors in japan are also slightly higher, while the differential on colors in oil has been revised, this change resulting in easier prices on the 25-lb. tins, but leaving the cost of 1-lb tins unchanged. There has been another small change announced in the differential on white lead in oil, particularly as regards smaller packages. Base quotations remain steady at former levels. A similar revision has been made in putty prices, for while the current quotations on large containers are unchanged, the prices on 5 and 1-lb. tins are increased through this alteration in differential. It is claimed that the former levels failed to adequately provide for the additional cost of containers. The prevailing price levels on putty and white lead in oil are as follows:

PUTTY—

Standard, per 100 lbs.	5-ton-lots	1-ton lots.	Less
Bulk bbls	$ 4 45	$4 95	$5 25
100-lb. drums	5 45	5 95	6 20
25-lb. irons	5 70	6 20	6 45
Bladders in bbls.	6 70	7 20	7 45
Do., less quantities	6 95	7 45	7 70
1 lb. tins,	11 70	12 20	12 45

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices for similar quantities

WHITE LEAD IN OIL—

In 5-ton lots	12 45
In 1-ton lots	13 20
Less quantities	13 55

EXTENSIVE BOOST IN LINSEED OIL PRICES

Toronto

The sudden increase in the price of linseed oil provides the sensation of the current paint markets. This spurt is attributed to an improved demand for oil at this season of the year, coupled with a remarkable jump in flax seed prices. The latter feature is a result of the American crushers entering the Canadian seed markets, owing to estimates of Argentine flax seed having been lower than formerly expected. Additional increases amounting to 20 cents per gallon have been recorded on the domestic markets, thus bringing prices to $1.15 for raw and $1.18 fo boiled in barrel lots. An element of speculation is also noted in the current situation; with the revised price levels following:

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	1 15	1 18
3 to 4 barrel lots	1 14	1 17
to 9 barrel lots	1 12	1 15

MAY REVISE BRUSH FREIGHT CLASSIFICATION

Toronto

Current interest in the brush industry is chiefly centered upon the suggestion to place brushes in general in a higher freight classification than at present prevails. This movement is receiving the close attention of brush manufacturers, any steps in this direction being of vital interest to the trade in general. It is stated that such a change would affect prices adversely, and even in view of looked for downward revisions in freight rates, the boosting of the prevailing classification would more than offset any advantage that might be contained in future rate declines. The bristle market is described as fairly steady although some price variations have been recorded. These however, while recording some slightly easier levels on certain grades, also reflect increased prices on others. Little change of a downward nature in brush prices is generally expected, according to L. W. Simms, President of T. S. Simms & Co., Ltd. In discussing this phase of the situation, Mr. Simms pointed out that bristle buying by the manufacturers was generally undertaken around the month of June, and the prices which governed these products, would naturally reflect in the finished articles. With higher prices evident in certain sections of the bristle market it was thought that some stiffening in quotations on some lines would probably be the outcome. Changes for future declines were described as remote, under the prevailing conditions. The demand for brushes at this season, is regarded as fairly good. Orders however, are of a small nature, although generally fairly numerous. An improvement in this direction is looked for with the advent of Spring weather, and the increased opportunities for outdoor painting activities.

DEVELOPMENTS IN PAINT INDUSTRY

(Continued from page 98)

is due entirely to the relationship of confidence and the friendly feeling that exists as between the different men to whom I speak this afternoon. Out of your friendship and confidence in one another sprang the possibility of reasonable price maintenance during a time of great business depression and of falling markets; out of that same friendship sprang too the co-operative advertising campaign now known all over the country as the 'Save the Surface' campaign, concerning the activities of which you will receive a full report later in the day; out of this friendship and confidence there should and will be maintained, under the auspices of your new officers and a continuation of that friendship and confidence, an opportunity of making 1922 the greatest paint and varnish year, subject only to certain reservations inherent in the situation, such as the very much lower selling prices compared to those which were in effect a few years ago.

"Let me take this opportunity of expressing my high appreciation of the support and backing I have received from officers and members of the association during my term of office, and let me close by stating, in bespeaking an equally loyal support for the new chairman, that there are difficulties attending the administration of this post which call for very sympathetic consideration on the part of members, and not infrequently, most marked unselfishness and even sacrifice."

WORKSHOP NEED NOT BE UNPROFITABLE

(Continued from page 64)

made, that the workshop is not a paying proposition.

Mr. McGregor, Oakville, stated that he had made more money pro rata in the last year in the tinshop than in the hardware store. He stated that there was more competition in hardware than in the tinshop.

The necessity for an adequate system in the tinshop was emphasized and many retailers testified to having found serious leaks in this department of their business.

Replying to a question from F. Smith as to the portion of overhead charged to the back shop, Mr. Christie stated that two-thirds was charged to the hardware and one-third to the shop.

John Millen, of Wilmette, Ill., a town of 6,000 population, finds Effecto more profitable each successive year.

"A remarkable thing about Effecto is the way it sells at all times of the year,"

says John Millen, of Wilmette, Ill. With other live P&L dealers, he says: "There isn't a really dull month on this line." Millen finds his Effecto stock turns over four or five times a year, netting an annual return as high as 140% on that part of his capital which is invested in Effecto.

Get some of this year-round Effecto business which sales-creating magazine advertisements and high-powered helps will bring you! Write *today* for particulars of this unusually attractive proposition on Effecto.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Pratt & Lambert

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor-$14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys Axes, doz.	9 50	10 50
Hunters' axes, doz.	8 00	9 50
Single bits, doz.	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 ....1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50
Axes, bench, 60% off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12. each..........$0 50
12 or less than 50, each..... 0 45
50 or less than 125, each.... 0 43
Bbl. lots of 125, each....... 0 39
"Reliable" Ignition, 2½x6 inch.
less than 12, each 0 50
12 or less than 50, each . 0 45
Box of 50, each 40½
Bbl. lots 125 each, each.. 37½
F.o.b. factory, Toronto. F.o.b. warehouse, Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65% per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List
Gilmore auger bits 25-2½%
Do special, ...40-5%
Do., car bits, ...12½-5%
Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, **35%.**
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen
No. 1, Daisy $35 00
No. 10, Daisy 40 00
No. 33 ... ... 21 00
No. 35 ... ... 38 00
No. 36 ... ... 43 00
Perfection 40 00

BOARDS—WASH.

Zinc and Glass. Per Dozen
Baby Globe $2 45
Beaver (brass) 8 00
Competition Globe (metal) .. 5 90
Diamond King (glass) 8 00
Enamel Queen 9 00
Glass Globe 8 00
Improved Globe 5 25
Jubilee 5 80
Neptune 5 25
Waverley (zinc) 5 25
Newmarket King 5 80
Pony 2 45
Royal Globe (zinc) 5 25
Original Globe, solid back ... 5 95
Standard Globe 5 25
Supreme (zinc) 6 50
Western King (Enamel) 9 00

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.
Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon— Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS Base
Sheets, base, Montreal 0 25
do., Toronto 0 23
No. 4 ... ... 32 50
Rods, base ½ to 1 in.; round,
Do., Montreal 0 23
Do., Toronto, ... 0 21
Tubing, seamless, base, Montreal 0 32
Do., Toronto 0 25
F.o.b. Montreal and Toronto.

BROOMS Doz.
No. 5, 4 strings............$ 6 65
No. 5, standard............ 7 50
Little Beauty 9 40
Royal Blue 13 90

BUTTS Wrought Steel—
No. 840 ....Less 10%
No. 800 .... Net
No. 838 ... ...Less 10%
No. 808 .... add 10%
No. 804 ... ... Less 17½%
No. 802 ... ... .Net
No. 810 ....add 25%
No. 814 ... ... add 20%
F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal
Per bag, f.o.b. cars 0 98
Per bag, delivered 1 05
Less car lots—
Per bag, f.o.b., yard 1 09
Per bag, delivered 1 19
Less 5 per cent.
Car load lots— Toronto.
Per barrel $3 70
Less car lots—
Per bbl., f.o.b. yard 4 30
Per bbl., delivered 4 50
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate. 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.
Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

Each
Big Ben $3 43
Good Morning 1 37
Lookout 1 88
Sleepmeter 2 06

CLOTHES BARS AND DRIERS

Per doz.
No. 2 ... ... 19 00
No. 3 ... ... 14 40
No. 4 ... ... 11 00
No. 5 .. .. 16 00
No. 6 ... ... 18 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 100 ft.
18—100 ft. lengths 5 65
18—50 ft. lengths 6 25
19—10 ft. lengths 4 70
19—50 ft. lengths 5 56
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

Doz. net
No. 3 . . . . 17 50
No. 3½ 19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Proof	Weld B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz
No. 101 ... ... 1 40
No. 111 ... ... 1 60
No. 121 ... ... 1 70
No. 127 ... ... 2 30

COMBS—CATTLE—
98 ... ... 2 00
100 .... 2 85
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toront. Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb...	0 39	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb. 0 53
No. 7, lb. 0 52
Nos. 8, 9, 10, 12 .... 0 51
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 bls. — Montreal, $7.75; Toronto, $8.00; London, $7.75.

DAMPERS— Doz.
Cast, Champion, 5 inch ...$1 42
6 inch 1 57
7 inch 2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—
2 ft. 6 in., doz. .. ..$ 45 00
2 ft. 8 in., doz. 45 60
2 ft. 10 in., doz. 46 70
2 ft. 7 in., doz. 46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in v 2½ in. shank. List each.
⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c;

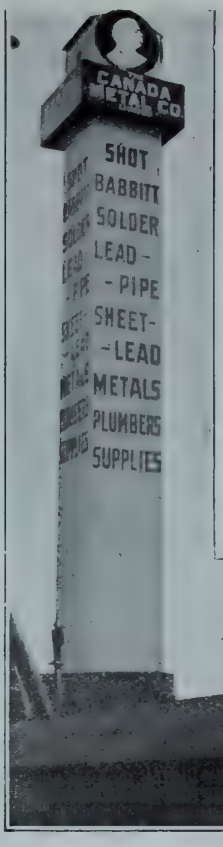
Birkett's for Quality

WHEN you unpack a shipment from Birkett's you can regard it as already partially sold.

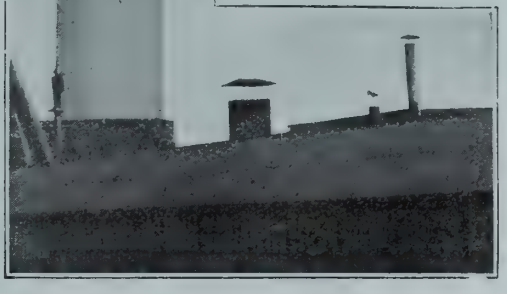
We mean by that, that Birkett's offer you only tried and tested lines; lines with good, well-known names for which consumer acceptance has been established. Such lines need only the merchant's skill and salesmanship, reasonably applied, to turnover quickly and profitably.

Quality goes without saying in all lines Birkett's offer you. When you unpack goods from Birkett's you may feel that the whole Birkett organization backs and supports you. Quality comes to mind very readily, suggested by the name Birkett.

Thos. Birkett & Son Co.
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada



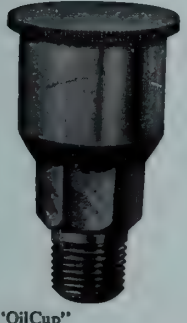
SHOT
SHEET LEAD
LEAD PIPE
BABBITT
SOLDER



Low Price
High Quality
Immediate Shipment.

THE CANADA METAL CO., LTD.
TORONTO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins


"OilCup"

"Ratchet"

D

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

IF YOUR PRODUCT

requires Lightness, Freedom from Corrosion and Economy combined with Good Appearance then specify

ALUMINIUM

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Adelaide Street West
TORONTO

Eastern Agents:
SPIELMAN AGENCIES, MONTREAL

DRILLS—Continued
19|32, $1.20; ⅝, $1.30; 21|32, $1.40, 11|16, $1.50; 23|32, $1.60; ¾, $1.70, 25|32, $1.80; 13|16, $1.90; 27|32, $2 ⅞, $2.10.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00.	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

Blacksmith's, ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—	Per Cent. Mont.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—	Blk.	Galv.
Class—	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in and under 50 per cent.; 4½ and larger, 40% long, 4 in. and under, 60%; 4½ in and larger, 50%; runing thread, 4 in and under, 30%.

FLY TERROR, per doz......$4 75

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3.75
Bi-Treadle, each 9 75
Cycle BB. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 21½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ....
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.
Dodson $4 60
Kling 4.00

HAMMERS, NAIL— Doz.
No. 21 .... $12 00
No. 1 .... 15 40
Nos. 1¼ and 61¼ 15 20

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 9 20
No. 30, 1¼-lb. 9 90
Net.

HANDLES, (WOOD).—
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	List.
Atlas No. 0	13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—
Per Doz.
No. 1 .... $9 75
No. 2 .... 10 75

HATCHETS, LATH—
No. 3 .... 10 00
No. 4 .... 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 .... 14 00

HATCHETS, CLAW—
No. 7 .... 11 00
No. 8 .... 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
G'ower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	7 50
No. 3 per doz.	4 00	8 00
No. 4 per doz.	4 10	8 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— **Price per keg.**

Patterns	Small and made less 20c	and larger	and smaller
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	....
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	....
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "X-L" steel	0-4	9.60	....
Special-countersunk	**0-4**	**10.10**	**...**

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 21 per lb.
48 x 96 .... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)
Potts, polished, per set $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heath's 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only.. 0 32
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. 0 48
Single and Fruit Picking
10 ft. to 16 ft. 0 26
18 ft. to 20 ft. 0.27
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 3 2ft. 0 30
36 to 44 ft. 0 32
Over 44 ft. 0 34
Special quality, 20 to 40 ft. . 0.45
Three section extension 0.45
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain.$12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .... 1 35 doz.
3 doz. cases .... 1 20 doz.
6 doz. cases .... 1 15 doz.
Cold Blast genuine ruby 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 .... 2.00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 6 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
Do., style B	21 75
Do., Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Do., engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 60
Home	21 50
Vacuum	28 00
Home, Water motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	.29 00
Connor, ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Do., electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London, Hamilton

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net
Liquid Veneer $16 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 50
Crank wringing 7 35
Smarts', ... 4 00
No. 11, Janitor 4 70
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12 inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.90 base.
Owen Sound or Collingwood, $3.90 base.
F.o.b. Montreal, $3.90 base.
Freight equalized on above points.
Sydney and St. John, $4.05 base.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.90 base.
Sault Ste. Marie, Port Arthur, Fort William, $4.15 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.
Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

"This Is the Store I Work in Twenty-four-hours-a-day"

—Winthrop Wise

Selling helps that really sell—cut-outs, signs and big smashing window displays including Winthrop Wise, the twenty-four-hour-a-day salesman. That's only part of the closely-dovetailed proposition back of the agency for

Kyanize

KY-A-NIZE

VARNISHES *and* ENAMELS

New fast-selling quality products like *Kyanize* Floor Enamel, the *new* coating for *old* floors and Porch and Piazza floors and steps—*Kyanize* Celoid Finish, the really washable and sanitary coating for all walls and woodwork, a handsome, durable product in eight tints and white. These new profit-winners are backed by strong individual advertising features as well as the powerful magazine campaign.

Up-to-the-Minute Dealers! Write Us To-day—

The Kyanize Exclusive Agency carries with it the most progressive advertising features ever devised. It's more powerful than ever this year. Only one dealer in each locality gets it. You should be the man, if there is now no Agent in your town—Write us—NOW—To-day.

BOSTON VARNISH COMPANY

Everett Station 49 **Boston, Mass., U. S. A.**

CANADIAN WHOLESALE DISTRIBUTORS

J. H. Ashdown Hardware Company, Limited,
Winnipeg Edmonton Calgary Saskatoon
Bogardus, Wickens, Limited, Robertson, Foster & Smith, Limited,
Vancouver, B.C. St. John, N.B.
Sturgeons, Limited, Townsend Paint Manufacturing Company,
Toronto, Ont. Montreal, P.Q.

Kyanize

KY-A-NIZE

No. 3

This Advertisement appears in Hardware Age—American Paint and Oil Dealer and other influential Hardware and Paint Trade Journals.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...$1 80	48 inch...$ 6 20
18 inch... 2 65	60 inch... 7 70
24 inch... 3 40	72 inch... 9 20
30 inch... 4 00	84 inch... 10 50
36 inch... 4 75	96 inch... 12 00
42 inch... 5 50	

1½ inch mesh and 19 ga. wire.

12 inch...$3 50	42 inch...$10 50
18 inch... 5 00	48 inch... 12 00
24 inch... 6 30	60 inch... 15 00
30 inch... 7 75	72 inch... 18 00
36 inch... 9 90	

1 inch mesh and 20 ga. wire.

12 inch...$4 00	42 inch...$12 00
18 inch... 5 50	48 inch... 14 00
24 inch... 7 00	60 inch... 17 00
30 inch... 8 50	72 inch...20 00

¾ inch mesh and 20 ga. wire.

24 inch..$10 50	36 inch...$15 00
30 inch.. 12 75	

½ inch mesh and 22 ga. wire.

24 inch..$16 50	36 inch...$24 00
30 inch.. 20 00	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 80
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM— per 100 lbs.
Special No. 1 ....$15 00
Plumbers' in 50 lb. bales.... 6 50
F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½

Above prices net.

	Gallon
Black oil (summer)	0 23.0
Black oil (winter)	0 24.0
Capital, cylinder	0 75.5
Mach. oil, reg. grades	0 43.5
Imperial gas engine oil	0 63.5
Paraffine	0 23.5

List, less 15 per cent. above.

Imperial kerosene, tractor, heavy $1 10
Do., ex. heavy 1 20
List less 10 per cent.

Polarine, per gal, list	1.15
Polarine, medium, list	1.15
Polarine, heavy, list	1.15
Polarine, ex-heavy, list	1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl., net $0.10.40
Do., tank wagons, net . 0.09.40
Do., tank cars, net 0.08.40

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.

Fine jute	$0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE
Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb...	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$1 95
4 gross (cartons), 4 in.	2 00
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 73
4½ in.	56 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$18 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PULLEYS—

	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

PUMPS, REDWING

No. 0.....$6 85	No. 4....$12 75
No. 1..... 7 50	No. 5.... 15 25
No. 2..... 8 75	No. 6.... 18 00
No. 3.... 10 75	

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.
Special disct. for larger sizes.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 8c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$ 2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. . 6 00
Everlastic (red or green) mineral surface, sq. 36" wide, . 2 85
Do., 18" wide 3 30
F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls...	0 70	0 75
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—

In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ⅝ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marline, tarred	[illegible]
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	[illegible]
Marline and Houseline	[illegible]

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton

SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F. H., bright	85 %
Wood, R.H., bright	82½%
Wood, O.H., bright	82½%
Wood, F. H., brass	80 %
Wood, R.H., brass	77½%
Wood, O.H., brass	77½%
Wood, F.H., bronze	75 %
Wood, O.H., bronze	72½%
Wood, R.H., do.	72½%
Square cap	50 %
Hexagon cap	50 %
Set Screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1⅛ in.	13 50
1¼ in.	15 65

SCYTHES

Cast steel	15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	16 00

SNATHS

	Doz.
00 Patent	$17 50
1 loop	16 50
2 loops	15 50
3 loops	14 70
Bush	18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Registered

Floglaze

Art Shades

(The Can with the Maroon and Yellow Label)

The store-rooms and garrets of almost every home contain unlimited opportunities for the use of FLOGLAZE ART SHADES.

These beautiful, delicate shades find no end of uses for the finishing and decoration of practically all articles of interior use, such as furniture, baby buggies, bric-a-brac, woodwork, etc.

Floglaze Art Shades enjoy a lively and perpetual demand by the amateur finisher about the home. Eight delicate tints including gold and aluminum with flat and gloss white make up a very complete range.

Our dealers' booklet, "A Guide to Larger Profits," describes Floglaze Art Shades fully. Write us for this book.

Floglaze
M L
QUALITY

"Make 1922 your greatest Paint & Varnish year"

THE
IMPERIAL VARNISH & COLOR CO.
LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B.C.

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright $4 40
Galvanized 5 40

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525 No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1. .... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings. cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand. jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 58 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings—List adopted February 8, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival. Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 90
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft...... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%

F.O.B. Toronto
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.,

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. . .	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. . .	2.50	2.50	3.00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal. Toronto, London.

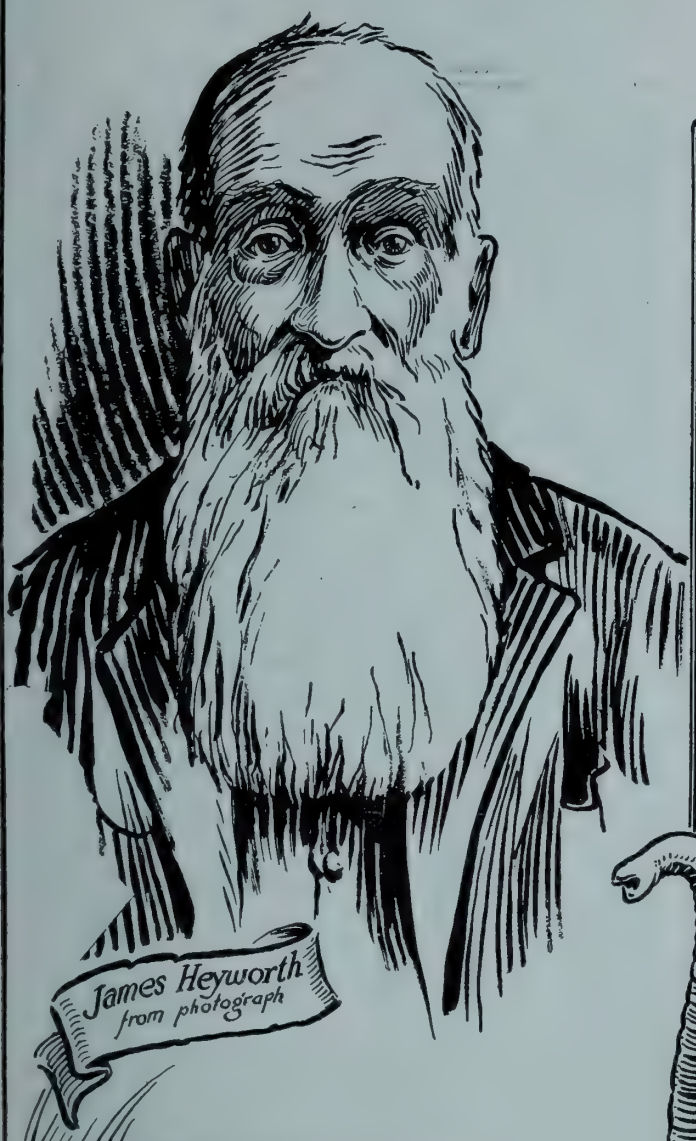
WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.80.
Annealed base, $3.80.
Galvanized base, $4.10.
Barbed wire, $4.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.15; Montreal, $4.15.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 138 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Ese 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

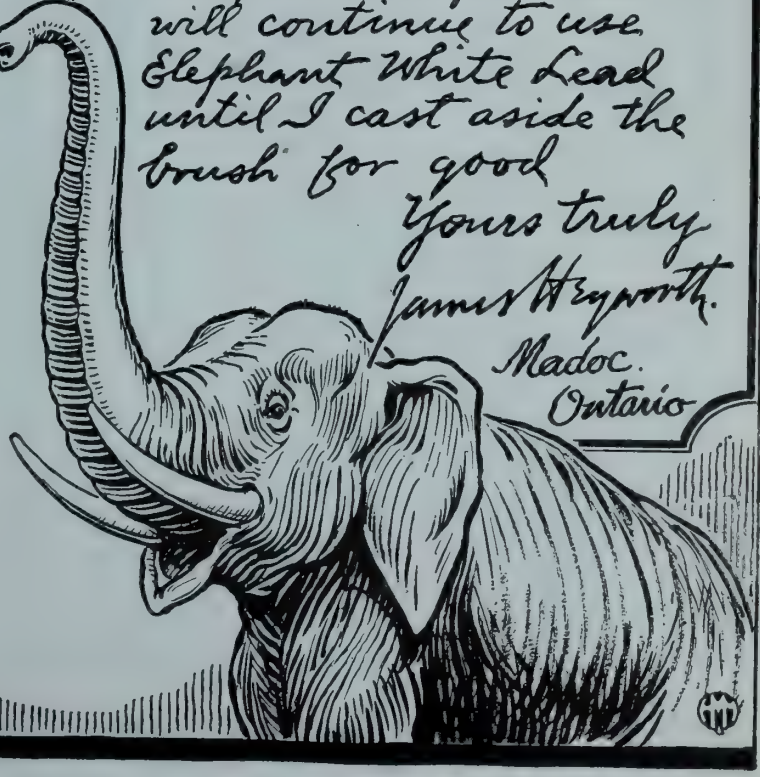
What a Veteran Painter Says —



James Heyworth
from photograph

I want to tell you one thing; you have the best White Lead manufactured today. I have used Genuine Elephant White Lead for over sixty years and when I do any work where I use Elephant White Lead I take great pride in my work. I cannot speak too highly of your Lead and will promise you that I will continue to use Elephant White Lead until I cast aside the brush for good

Yours truly
James Heyworth.
Madoc.
Ontario



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY) Per lb.

Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—

	per gal.
Ad-el-ite, white	$4 00
Ad-el-ite, tints	3 75

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 27
Indian red	2 30
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.

Dougall white enamel	$ 7,43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Floglaze	4 60
Ripolin	7 09

GLUE Per lb.

English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford "All Around, List prices,

Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS LIST

Case lots.	Star or Double 16 oz.	Double 24 oz.
Up to 25	$ 5 50	$ 9 05
26 to 40	6 95	11 40
41 to 50	7 65	12 55
51 to 60	7 95	13 05
61 to 70	8 35	13 65
71 to 80	8 80	14 40
81 to 84	10 30	17 70
85 to 90	10 85	18 55
96 to 100		22 60
91 to 95		20 80

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Maple Leaf, pure		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.

Genuine, 560 lb. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 9 75

F.o.b. Montreal.
Lead (red in oil)
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	3,75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White, No. 32b	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half-barrels		0 50
5s and 10s		0 60

F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots

½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade	3 00	3 50
Water white	4 75	5 25
Water white	7 00	9 50

SHELLAC

	Pure White. Per Gal.	Pure. Orange. Per Gal.
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR

	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES Per gal. cans

B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C.P.C. Sun Varnish	4 30
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	4 89
Do., No. 2	4 43
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 05
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 [illegible]
Kyanize Interior and Floor	4 85
Luxeberry light	4 [illegible]
Luxeberry granite	4 [illegible]
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	4 [illegible]
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear.	4 40
Dougall Transparent, spar.	4 90
Dougall Transparent, floor.	4 40
Copalite	4 00
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS (per 100-lbs.)

	White.	Colors.
Frescota	$7 50	8 50
5-lb. pkgs.		
Decotint	$7 50	$8 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

Hygienic Kalsomine. per 100 lbs.

	White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X prese, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Lion Brand	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	3 90
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45

F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25

WOOD ALCOHOL Per gal.

In five gallons	$1 75
Methylated Spirits	1.90-2.35

F.o.b. Montreal, Toronto, London

"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

Satinette

ENAMEL

A DISTINCTIVE LEADER
For Your Paint and Varnish Department

SATINETTE ENAMEL is in demand by those who know real enamel value for all high-class finishing whether exterior or interior.

This already large demand will be materially increased by the extensive publicity campaign now being carried on among master painters and consumers. This campaign will bring forcibly to the attention of the buying public the superior quality of Satinette.

You will be called upon to furnish Satinette Enamel to your customers. No substitute will be acceptable.

The Satinette container as reproduced here if displayed on your shelves or counter will get sales making attention immediately.

Satinette Enamel is supplied in Gloss, Semi Gloss or Flat White, also in Ivy or Grey shades.

Satinette is only one of the many easy selling and profitable International Varnish Company's products. We manufacture a full and complete line of highest quality Varnishes, Stains, Paints and Enamels.

Order your supply of Satinette now. Write us for prices and full particulars on our complete line.

INTERNATIONAL VARNISH CO. LIMITED

Montreal Winnipeg TORONTO Halifax Vancouver

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on **Winchester** and Savage Ammunition, 40%; U. M. C. 40% off Dominion list.

Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over 26c.

Farriers' Clip **Horn, 27c a lb.**

Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.

Irwin ....15% on list.

Common ......30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, BENCH

No. 2	$ 20 52
No. 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in. to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15-10-10-10% off list.

Standard, 15-10-10% off list.

Extra, 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE

30-gal., each $10 00

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.

Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2. $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot. 19 g.	$4 40
100 foot, 19 g.	7 25
150 foot, 19 g.	10 50

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.

8, 9, 10 per lb. 0 58

DRILLS

See Eastern List.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—

¼ to 2 -in., 25% and 10% off.

+, 2½, 3*, 4", 5 and 20% off.

Nipples, 4 in., and under 40 & 10%

FRY PANS Each

Cast Iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"

Per 100 lbs., ... 3 75

Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Ball Face Doz.

No. 61, 1¼ lbs.	19 05
No. 61½, 1 lb.	18 95
No. 62, 13 oz.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

No. 1	13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in.,$2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $9.85; hand rilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs., 20c per lb.

Mrs. Potts' No. 55, set	$2 05
Mrs. Potts' No. 50, set	2 15

Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32¾c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$1 85
103	2 00
104	2 30

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06

LEAD WASTE, $12.96

WHITE LEAD

Decorators' pure, 25 lb. drums. $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William, $4.20 base; Winnipeg, $4.80. Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

INSECTICIDES

COVER THE EARTH

Combatting The Insect Menace

TIMELY spraying with Insecticides of full strength and killing power is just as important as proper cultivation and fertilizing where a good yield of fruit and vegetables is looked for.

Spraying with S.W. Insecticides assures a heavy yield and a high grade crop because even under the most difficult conditions of season and climate they will effectively control the destructive insect pest.

A stock of S.W. Insecticides will enable you to supply the spraying requirements of farmer and fruit grower. For the line is complete—an insecticide for every purpose—including S.W. Dry Lime Sulfur for fruit, Dry Powdered Arsenate of Lead for all leaf eating insects. Bergers Standard Paris Green and Tuber Tonic for root plants.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES MONTREAL TORONTO WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES MONTREAL, TORONTO WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N.S. LONDON, ENG

The "COVER THE EARTH" Trade Mark is a Guarantee that the Product is as Perfect as Science and Skill can make it.

"Save the surface and you save all" Paint & Varnish

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C. medium	1 00
French A. heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 52
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	[illegible]

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt	5 55

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE

	Doz
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42¼c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 51c.; ⅜ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 75/5%; flat head, 77½/5%; oval head, 75/5%; round head, brass, 70/5%; flat head, brass, 75%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50
Little Jewel	14 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.45, Fort William; $5 05, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow.

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 38 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 48
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Granitewear.

Colonial Imperial Pearl, 30 and 2½% off.

Premier Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list, plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain, 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50%.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 22
WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½
COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J	0 11
Keen	0 09¼

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 00
Stone	18 75
Navvy, doz.	105 00

WIRE—BARB—

Lyman, 4 -point, $4.15, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9. $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	5 00
8-inch	6 00
10-inch	7 00
12-inch	9 00
15-inch	12 00

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	....
12 inch	....
15 inch	....
18 inch	....

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

Always Ready	Black. (Dozen)	N. P. (Dozen)
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz.
Regent	$69 00
New Era	76 50
Universal	49 50

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FOR THE FORD

Perfex Automobile Radiators

FOR THE CHEVROLET

Mr. DEALER!

Why not be in a position to take care of the radiator requirements of all the Ford and Chevrolet Cars in your district this Spring?
In studying this question it will be found to be a business getter and profitable. Choose the reliable, widely known Perfex Radiator with its many patented features, such as practically seamless tubes that cannot burst when frozen, sixty-eight water channels, pressed steel extra shells. Satisfy the car owner by stocking a dependable, patented, well-constructed radiator.

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REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

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Does your Battery Business make friends as well as a substantial profit for you? If not you are not getting the best out of life.

NORTH STAR BATTERIES

will do both for you.

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A New, Exclusive North Star Feature

See the improved terminals used only on North Star Multiples. They insure perfect contact and prevent loose connection.

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Maybilt Radiators, Limited
Factory and Main Office
54 Sherbrook St. Winnipeg, Man.

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Force, Lift, Cistern and Windmill Pumps.

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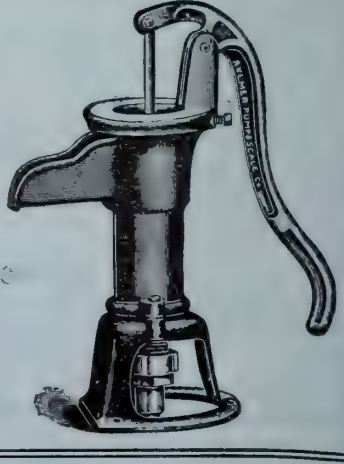
Immediate Delivery



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AYLMER, ONTARIO

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The Name

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Means Fire Boiled

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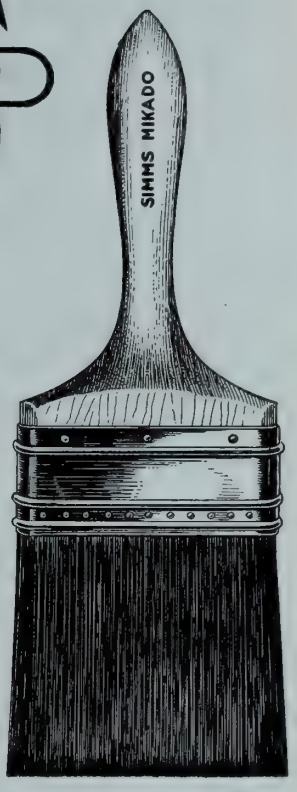

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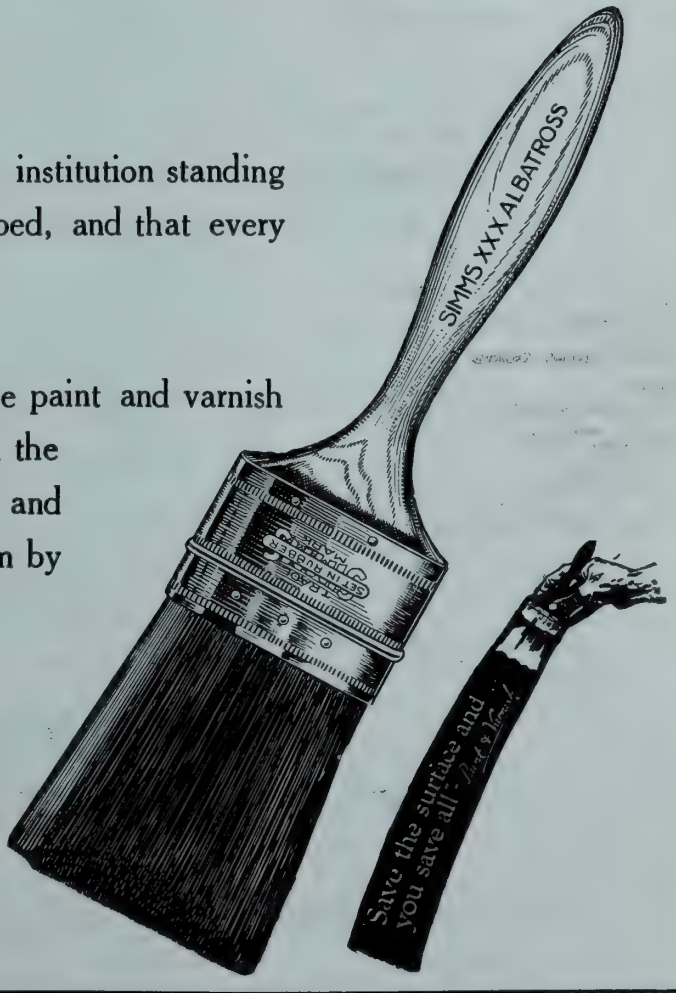

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CHURN, MIXER
The United Royalties Corp., New York, N.Y.

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CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

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The International Malleable Iron Co., Ltd., Guelph.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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The Canadian Veneering Co., Acton Vale, Que.

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Dowswell Lees & Co., Ltd., Hamilton, Ont.

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Fenton Bros., Ltd., Sheffield, Eng.
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Oneida Community, Ltd., Oneida, N.Y.
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Sherwin-Williams Co., Ltd., Montreal.
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Canada Dry Cells, Ltd., Winnipeg, Man.
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Collette Mfg. Co., Collingwood.
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The National Electric Heating Co., Ltd., Toronto.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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Graham Nail Works, Toronto.
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The Chicago Solder Co., Chicago, Ill.

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Burrow Stewart & Milne, Ltd., Hamilton.
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The Hall-Zryd Foundry Co., Ltd., Kingston, Ont.

FURNACES, COAL OIL
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The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

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Canadian Westinghouse Co., Limited, Hamilton.

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Canada Metal Co., Ltd., Toronto, Ont.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

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Smith & Hemenway Co., Inc. Irvington, N. J.

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HARNESS HARDWARE
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The St. Marys Wood Specialty Co., St. Marys, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

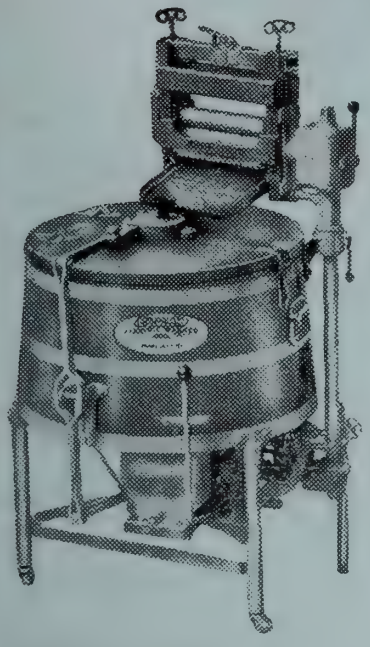
KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

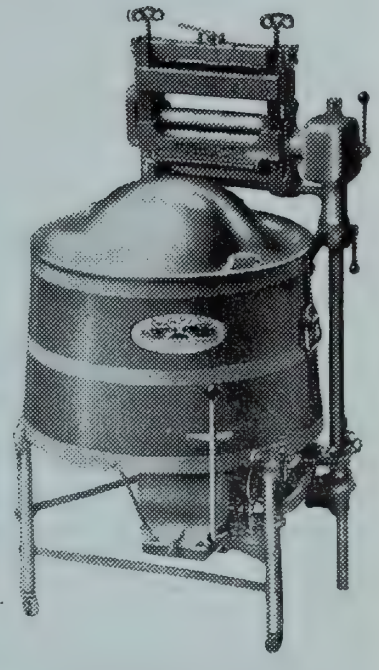
KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Whites, Limited, Collingwood, Ont.

Maxwell Products meet present-day demand

for *Quality* at *Reasonable Cost*



THE Maxwell line of to-day is the result of many years' experience in developing and providing what the public needs and wants at a cost which only low overhead and efficient management can effect You have only to compare the value offered by these products to realize the reason for Maxwell's long-continued popularity. To-day, more than ever, the public is going to buy carefully—so must YOU—and Maxwell products sell themselves on this basis.



"MON O-VAC"

Electric Vacuum Washer

Has a special ¼ H.P. adjustable motor (below tub—aids stability) and capacity equalling 8 sheets. Carefully constructed; tub of cypress wood to retain heat.

Maxwell's H & P Washer

Combines all the good features of the Home Washer and in addition is adapted to either hand or power use.

"MINIMAX"

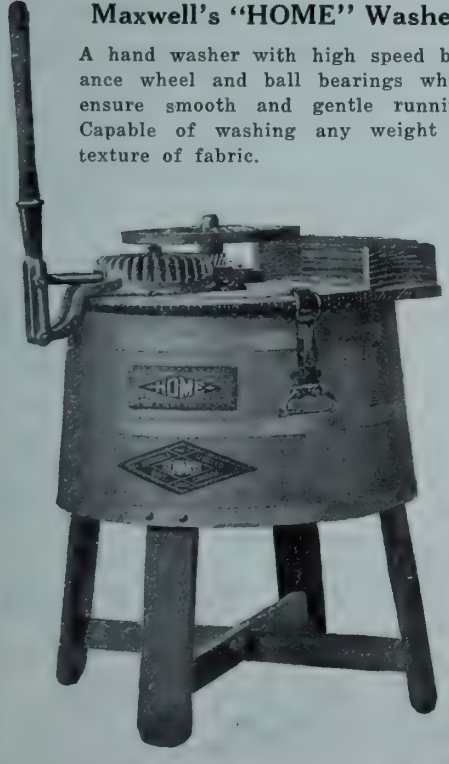
Dolly Type Electric Washer

"Wing" design, easily-operated, noiseless and with gears completely enclosed. Wringer is adjustable and may be used independent of washer.

Maxwell Products include Washing Machines, Churns, Food Choppers, Pumps, Lawn Mowers, and a complete line of Farm Implements.

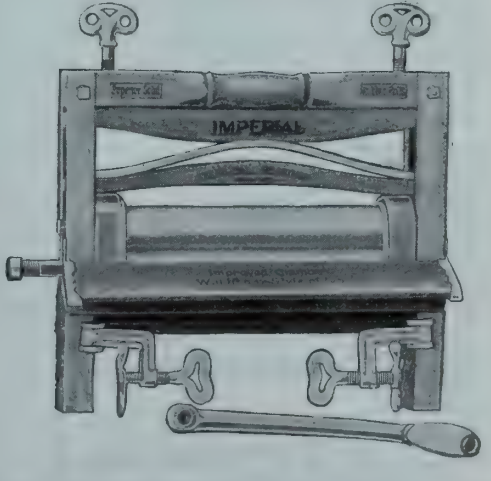
Maxwell's "HOME" Washer

A hand washer with high speed balance wheel and ball bearings which ensure smooth and gentle running. Capable of washing any weight or texture of fabric.



"IMPERIAL" Clothes Wringer

One of Maxwell's several excellent types. Has covered gears, ball bearings and improved clamp to fit any tub.



Maxwell Made-in-Canada Products stand out against a background of half a century of fine workmanship and reliability.

MAXWELLS LIMITED

ST. MARYS, ONT.

Representatives

Bissett & Webb, 126 Lombard Street Winnipeg

Jas. S Parkes & Co., 290 St. Paul St. W. Montreal

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungster Lamp Co., Hamilton, Ont.

LAMP BLACK
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Batteries Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
B. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John,

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

Gurney

A Complete Line

How often that expression has been misused — no doubt thoughtlessly; at times without realizing the full meaning of the words, and yet at others with no other intent than to mislead.

We honestly believe that our line is complete; that a Gurney dealer can give his customers real service if he will only let us know what they require.

Our cooking line is complete—coal, wood, gas. We make Warm Air, Hot Water and Steam Heating Equipment, and our Equipment for Institutions, Cafeterias and Lunches is second to none in Canada. That is what we call a "complete line."

The GURNEY FOUNDRY CO., Limited

TORONTO CANADA

MONTREAL WINNIPEG VANCOUVER

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwel-Hoxie Wire Fence Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.

POWDER, SMOKELESS

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal. Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.

PULLS, DRAWER

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jamee Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Fraser Co., Agents B. S. A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doan Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
E. C. Atkins & Co., Hamilton, Ont.

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"Red Devil" Corrugated Lock Washers Steady and Profitable Sellers

THE demand for "Red Devil" Corrugated Lock Washers has been so enormous that we are putting up an assortment of 530 washers in nine of the most practical sizes, in a tin box—for the convenience of the trade.

They are in steady demand by garage mechanics and individual owners of automobiles, tractors, motorboats, etc.—anywhere where bolts or nuts are used. Have six points of contact—hold like grim death. They have a ready sale and pay a handsome profit.

Send for schedule of sizes and trade discounts

SMITH & HEMENWAY CO., Inc.
Manufacturers of "Red Devil" Tools
89 Coit Street - - - - Irvington, N. J.

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Common
Moulding
Finishing
Casing
Flooring
Clinch
Box
Light Car
Heavy Car
Siding & Clapboard
Common Spike
Hinge Nails
Barrel & Broom
Slating
Roofing
Sash Pins.
WIRE.
Bright
Annealed
Soft Drawn
Coppered
Tinned.
STAPLES.
BRIGHT OR GALVANIZED.
Fence, Poultry Netting

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WIRE HOOPS

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS
Operated by
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TORONTO

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This good-looking Cooking-Heater has ample top room, thanks to the excellent design with the off-set pipe. This is the New 1920 pattern. It is made in two sizes: Nos. 3 and 4. There are ten styles.

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Offset Pipe Leaves Top Clear for Use

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Limited
St. Remi, Quebec

"National"

One of these, shown here with a high shelf, is the "National" No. 325. "Radio Regal."

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sandersen-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People, Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Aluminum Specialty Co. of Canada, Toronto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co. Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Hamilton Stove & Heater Co., Hamilton, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVES, GASOLINE

STOVE PIPE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

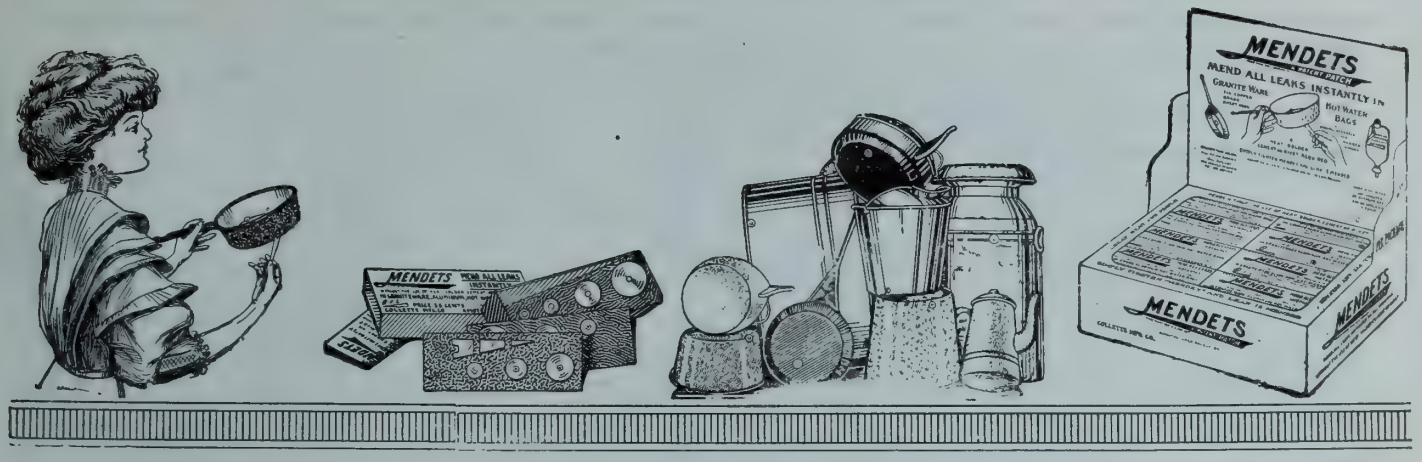
TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.

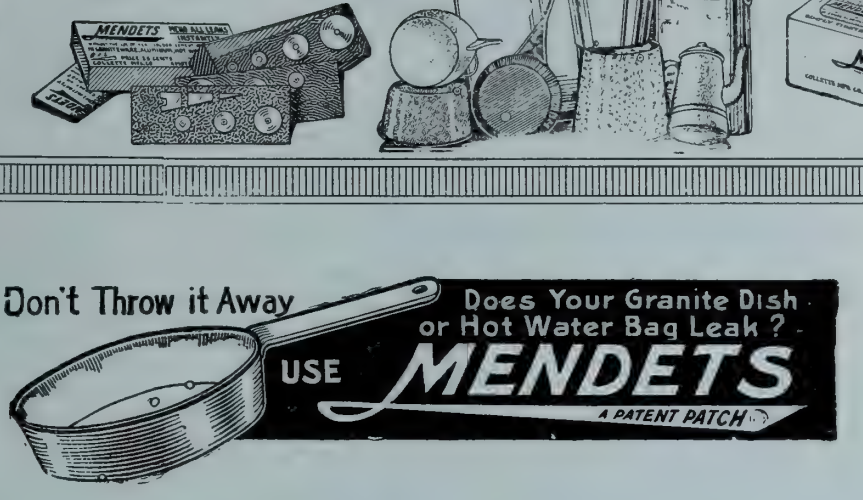
THERMOMETERS, OUTDOOR, FEVER, BATH, CANDY
Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.





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Marshall-Wells Co. Ltd., Winnipeg, Man.
J. H. Ashdown Co. Ltd., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man .
Morrison-Blackwood Hdwe. Ltd., Moose Jaw Sask.
Terreau & Racine, Enr., Quebec, Que.
Jos. L. Lemieux, Quebec, Que.
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Stedman Bros., Ltd., Brantford, Ont.
The Hanbury Hardware Co., Ltd., Brandon, Man.
J. H. Ashdown, Co., Ltd., Calgary, Alta.
Wood, Vallance & Adams, Calgary, Alta.
Fennel & Chandler, Charlottetown, P.E.I.
Rogers Hardware Co., Charlottetown, P.E.I.
Whites, Limited, Collingwood, Ont.
Revillon Wholesale Ltd., Edmonton, Alta.
Marshall Wells & Co., Edmonton, Alta.
R. Chestnut & Sons, Ltd., Fredericton, N. B.
Bond Hardware Company Ltd., Guelph, Ont.
The Crowell Bros. Ltd., Halifax, N.S.
The A. M. Bell & Co., Ltd., Halifax, N. S.
Wood, Alexander & James, Hamilton, Ont.
W. B. Dalton & Sons, Kingston, Ont.
H. Chown & Company, Kingston, Ont.
Edwin Chown & Sons, Kingston, Ont.
D. H. Howden & Co., Ltd., London, Ont.
Hobbs Hardware Co. Ltd., London, Ont.
The Cowan Hardware Ltd., London, Ont.
Sumner & Co., Ltd., Moncton, N.B.
A. Prud'Homme & Fils, Montreal, Que.
L. H. Herbert & Co., Montreal, Que.
Frotheringham & Workman Ltd., Montreal, Que.
Starke-Seybold Ltd., Montreal, Que.
Caverhill, Learmont & Co., Ltd., Montreal, Que.
Lewis Bros., Ltd., Montreal, Que.
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Thompson & Sutherland, North Sydney, N.S.
The Gray-Harvey Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son. Co., Ltd., Ottawa, Ont.
The Kingan Hdwe. Co., Peterboro, Ont.
Lynch, Parker & Plewes, Regina, Sask.
J. H. Ashdown Co. Ltd., Regina, Sask.
Wood Vallance Ltd., Regina, Sask.
The S. Hayward Co., Ltd., St. John, N. B.
The Frank Fales Ltd., St. John, N.B.
W. H. Thorne Co. Ltd., St. John, N. B.
T. McAvity & Sons Ltd., St. John, N.B.
Brace, McKay & Co. Limited, Summerside, P.E.I.
R. R. Holman Ltd. Summerside, P.E.I.
J. H. Ashdown Co. Ltd., Saskatoon, Sask.
Kennedy Hdwe Co., Toronto, Ont.
H. S. Howland & Sons, Ltd., Toronto, Ont.
Lyons & Marks, Toronto, Ont.
McLennan, McFeeley & Co., Ltd., Vancouver, B.C.
Wood, Vallance & Leggat, Ltd., Vancouver, B.C.
Martin, Finlayson & Mather, Vancouver, B.C.
F. R. Murray & Co., Ltd., Vancouver, B. C.
E. G. Prior Co. Ltd., Victoria, B. C.
The Thos. Davidson Mfg. Co. Ltd., Winnipeg, Man.
Walter Woods & Co., Winnipeg, Man.

Collette Manufacturing Company

COLLINGWOOD, ONT.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Heepeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEATHERSTRIP
The Frost King Weather Strip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WICKS, STOVE

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE BALE TIES
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Graham Nail Works, Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

WIREWORK OF ALL KINDS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
Whites, Limited, Collingwood, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

A Business Building Service

Imperial Polarine Crank-Case Service is the shortest route to your full share of the lubricating business in your community. It will be appreciated by your old customers and it will bring you new ones.

Whether you operate a hardware store or a garage, it will be well worth while for you to establish yourself as Imperial Polarine Crank-Case Cleaning headquarters before the Spring motoring season starts.

Most motorists already recognize the importance of regular crank-case cleaning and they are relying more and more on dealers for this service. They will come to you if you establish an efficient Imperial Polarine Crank-Case Cleaning Service and make it known. Such a service will increase your motor-oil sales and every motorist who calls will likely be in the market for many other things as well as motor oils.

Dealers have learned the advantage of stocking the full line of Imperial Polarine Motor Oils and Transmission and Differential Lubricants. Add to these, Imperial Flushing Oil and Imperial Polarine Crank-Case Cleaning Service and be ready to take full advantage of your lubricating business possibilities.

The Imperial Oil salesman will be glad to give you full particulars about Imperial Flushing Oil and the business-building possibilities of Imperial Polarine Crank-Case Service.

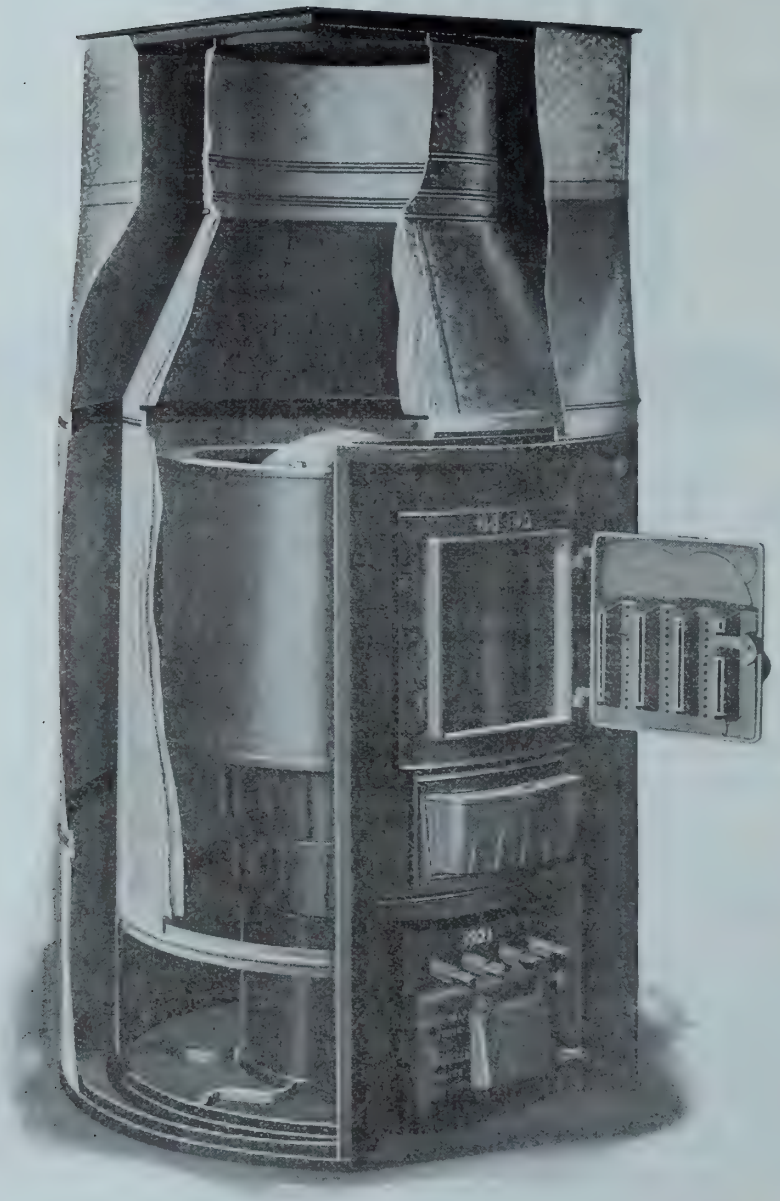
IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS AND GREASES
Marketers of Gargoyle Mobiloils in Canada

Branches in all Cities

BANNER STOVES AND FURNACES

BANNER



The Banner Pipeless Furnace

The Banner Pipeless Furnace brings winter comfort to thousands of winter homes. As its name indicates, it is a furnace without pipes; a complete heating system installed in the basement like other furnaces, but requiring no pipes to convey the heat to the various rooms.

Heats the whole house—any number of rooms. The cold air is taken from the house through the outside portion of the register and the warm air rises naturally to fill the space vacated by the cold air.

The low cost and ease with which a Banner Pipeless can be installed in any building is causing home builders in all parts of the country to install this system.

The Galt Stove &

Galt,

BANNER

BANNER STOVES AND FURNACES

Impartial Evidence

Toronto, Ont., March 21, 1921.

The Galt Stove & Furnace Co.,
Galt, Ontario.

Gentlemen:—

In reply to your letter of March 18th, about success with your Banner Pipeless Furnace.

We have had the very best of success. We installed last fall about 20 of the three different sizes and some of them were installed in very poorly constructed buildings, but every one gave our customer the best of satisfaction. Every customer is a satisfied customer, and we are looking for a big year in pipeless furnaces for 1922. The firm that is handling your pipe and pipeless furnaces are handling one of the best furnaces that is manufactured in Canada.

Yours truly,
(Signed) GEO. MATTHEWSON, HARDWARE LIMITED,
734 Queen Street East.

Ingersoll, Ont., March 26, 1921.

The Galt Stove & Furnace Co., Limited,
Galt, Ontario.

Dear Sirs:—

In selling the Banner Pipeless furnaces last year, they have proven satisfactory in every way. All my customers, where I have installed Banner Pipeless furnaces, are well pleased and I can send a new customer anywhere and get a recommendation. I look for a big year in pipeless furnaces as my satisfied customers will sell furnaces for me.

I can recommend the Banner Pipeless to do all you say they will.

Yours truly,
(Signed) L. H. ECKHARDT.

Galt, Ontario.

The Galt Stove & Furnace Co. Ltd.,
Galt, Ontario.

Dear Sirs:—

Last December your Mr. J. A. Ray placed one of your Banner Pipeless furnaces in the First Presbyterian Church Manse, a large building and well exposed to the cold winds, and you will be interested to know how the furnace worked.

I am pleased to say, that it has more than fulfilled our expectations. We have had a comfortably heated house throughout, which was impossible with the old system, and besides we burned less coal to produce these results.

Yours Sincerely,
(Signed) K. J. MacDONALD,
Minister First Church.

St. Catharines, Ont., March 23, 1921.

The Galt Stove & Furnace Co., Ltd.,
Galt, Ontario.

Gentlemen:—

During the fall of 1920, we installed several Banner Pipeless Furnaces, each one under extremely different heating conditions and under unconditional guarantees, and for each installation we have one highly satisfied customer.

For economy and efficiency, we think the Banner has reached the highest point of present day furnace construction.

Yours truly,
(Signed) THE CHATFIELD PLUMBING & HEATING CO.

Hamilton, Ont., April 19, 1921.

Galt Stove & Furnace Co.,
Galt, Ontario.

Dear Sirs:—

The pipeless furnace you installed in the country house in Ancaster is all your engineering department said about it. Our house is about sixty-feet long and twenty-seven feet wide, two floors, a difficult proposition. Our caretaker informs us that it did the work satisfactorily. With a house built in the ordinary way, what is called a square plan, it would have no difficulty. It does not heat the cellar. a good draft is easily controlled. Your guarantee stands behind it and has made good.

(Signed) G. W. ROBINSON COMPANY, LIMITED,
Geo. W. Robinson, Pres.

Hamilton, Ont., March 31, 1921.

Galt Stove & Furnace Co.,
Galt, Ontario.

Dear Sirs:—

The Banner Pipeless Furnace that we had installed in our Oak Hall branch at Brantford, some months ago has proved a great surprise to us. This furnace has done all you claimed it would in heating the main and the second floor.

Our staff reports that they have been very comfortable in every section of the store all through the winter.

It has been economical as far as fuel is concerned and it takes up very little space; altogether we are very well pleased with it.

May say, the writer has been boosting it to anyone who has been building or who has been putting in a new heating system. We can heartily recommend this furnace to any one for store purposes.

Yours truly,
(Signed) W. E. SANFORD MANUFACTURING Co., Ltd.,
W. A. McCutcheon.

These letters are but a few from the many on file in our office. They serve to show you what the users of Banner Pipeless Furnaces think of them in use, and also give the opinions of practical men who have sold and installed them.

It is good for your business to be able to send a prospect to any customer and have the furnace recommended.

Write us to-day for further information regarding agency proposition.

Furnace Co., Limited

Ontario

A Counter Cabinet that *Sells* Silverware

This handsome cabinet of Rogers 1881 Silverware has been especially designed for effective Counter Display. It is beautifully made, approximately 18 inches square, covered with black imitation leather and lined with blue plush. When opened and placed on the counter, it presents a very attractive appearance, and displays the wide range of pieces with splendid effect. The tray in the Cabinet contains a set of lacquered samples which will not tarnish; and the compartment beneath the tray contains a stock of the staple and most popular pieces.

Inside the cover is a striking display card in colors which lists the pieces with the prices. The Cabinet is a complete silent salesman and it has proven to be a real business-getter in Hardware stores. As the silver is sold, you simply order a sufficient supply to restock the Cabinet.

This is a profitable investment for you to make. Write us for the price of the Cabinet complete with silver.

Canadian Wm. A. Rogers Limited

570 King St. West, Toronto

Downtown Showroom, Kent Building

The Revere

This is one of the patterns in our medium-priced line which has proven a big seller. The attractive pattern has much to do with the popularity of the "Revere" but it is the well-known quality of our "1881" line which gives the public confidence in their purchases.

The Mark of Quality

On every piece of medium-priced flatware, we are proud to stamp our trademark so well known to the trade and public for so many years.

1881 (R) Rogers (R) A1

It is your protection and your customers' protection against inferior silverware.

The merchant who sells Rogers "1881" Silverware makes a generous profit both on the first sale and on repeat orders which come from satisfied customers.

We shall be glad to send you details of the complete range of patterns with prices and discounts.

The Revere

Canadian Wm. A. Rogers Limited

570 King St. West, Toronto

Downtown Showroom, Kent Building

MOTHER LAND TRADE SECTION

VONO

TRADE VONO MARK

(PATENT)

Knife Cleaner

Specially Suitable for Colonial Trade.

Low prices.
Good profits.
Quick seller.
Delivery from stock.

Sales assisted with high-class literature free.

Order a sample case to-day.

THE VONO Co.
DUDLEY PORT. STAFFS.
& 6 & 7 HOLYWELL ROW, WORSHIP ST. LONDON E.C.2

TRADE MARK ANCHOR REGD Nos 2664 & 47412

JAMES AUSTIN & SONS, LTD.

Established 1774

St. George's Mills, Hoxton, London, N. 1

Also at Manchester

Tel. 1097-8 Clerkenwell. Telegrams, Austoben, Hox, London, Codes ABC. 5th & Bentleys

TRADE MARK ANCHOR REGD Nos 2664 & 47412

AGENTS not yet appointed.
Orders and enquiries only entertained through recognised Indent Houses.

Patent Plaited Cords
Our Speciality Anchor Brand

PLAITED SASH LINES

HALYARD AND LOG LINES

VENETIAN AND VERANDAH CORDS

GLACIE

Blind and Picture Lines.

ENDLESS CORDS for FANLIGHT OPENERS ETC., ETC.

Insist on (AUSTIN'S) makes where Strength and Durability are required

JAMES CARTLAND & SON, Limited

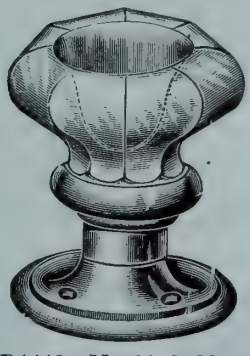
BIRMINGHAM (ENGLAND)

GLASS AND CHINA DOOR KNOBS WITH SPECIAL CANADIAN MOUNTINGS

D1309 China 2¼ in.

Canadian Drawer Knobs

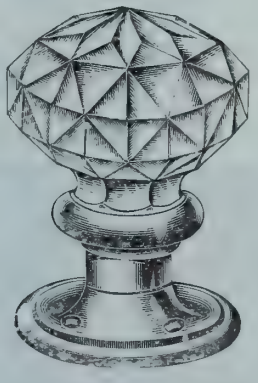
D1466 China



D1443 Moulded Glass Registered Design

Canadian Drawer Knobs

D1116½ Glass



D1116½ 2¼in. 2½in. Cut Glass

REPRESENTATIVES IN CANADA

G. SMITH, 18 Stair Buildings, TORONTO

R. R. SUTHERLAND, 402 Confederation Life Buildings, WINNIPEG

Thos. ELLIN & CO., Ltd.

Sylvester Works, SHEFFIELD, ENG.

Makers of the Genuine

VULCAN

Stainproof

(REGD.)

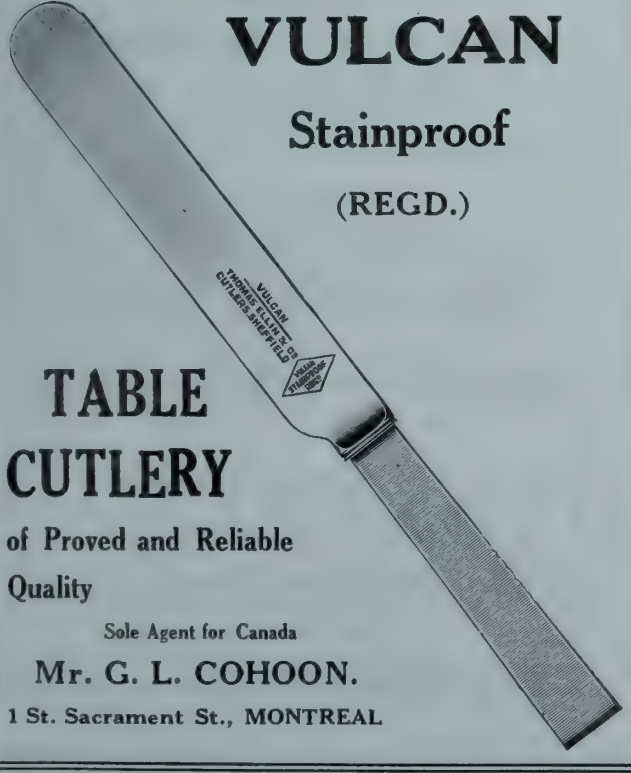


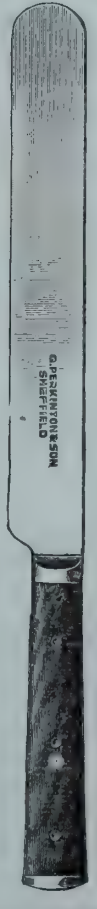
TABLE CUTLERY

of Proved and Reliable Quality

Sole Agent for Canada

Mr. G. L. COHOON.

1 St. Sacrament St., MONTREAL



G. Perkinton, Broad Works, Broad Lane, Sheffield, Eng.

Manufacturers of all classes of cheap shell bolster table cutlery.

Wholesale Shippers Agents

HALE BROTHERS

318 St. Paul St. West

MONTREAL

MOTHER LAND TRADE SECTION

FENTON BROTHERS Ltd., Silversmiths, SHEFFIELD

ESTABLISHED 1850

Incorporating JOHN WRAGG and SON Cutlers

No. 1939 CAKE BASKET with Edge Richly Scroll Pierced.

SEE OUR EXHIBIT AT

Stand D. 40

BRITISH INDUSTRIES FAIR
White City, LONDON
February 27th to March 10th

FOR

Cutlery, Spoonwork, Canteens and Cabinets E.P.N.S. and Sterling Silver Hollow-ware of all kinds, Presentation Pieces.

And Fentia NICKEL Ware

No. 1885 BREAKFAST DISH with Hot-water compartment and Spirit-lamp

GLAZIERS' DIAMONDS

A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal
Branches: Toronto and Vancouver

"OAKEY'S" WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

CHRISTOPHER JOHNSON & CO.

WESTERN WORKS

SHEFFIELD REGISTERED CUTLERY — C.J — ENGLAND TRADE MARK MANUFACTURERS

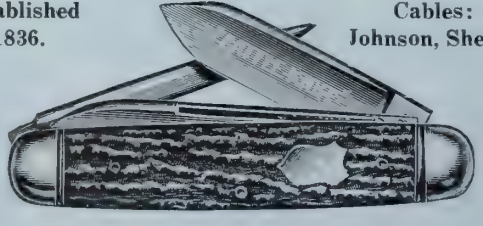
Our Canadian Representatives:

MESSRS. F. SARA & CO., 1309 12th St. W., Calgary carry a full range of POCKET CUTLERY.

Patterns for all purposes each the best of its class. Highest grade PEARL PENKNIVES for City use and all styles to the heavy working knife of the RANCHER and CATTLEMAN.

Established 1836.

Cables: Johnson, Sheffield.



In TABLE CUTLERY, SCISSORS and RAZORS also, the FLAG BRAND has a world wide reputation for

QUALITY TRADE C.J MARK RELIABILITY

FRANK WOOD

LIMITED

Helm Works, Arundel St.,

SHEFFIELD

CODE: A. B. C., 5th. Ed. CABLES: "Expedite" Sheffield

Table Cutlery & Carvers in Ordinary or Stainless Steel

Carvers in Cases a Speciality

Cabinets of Cutlery

Spoons and Forks

Fish Eaters

Small Case Goods

"KLONDIKE"

makes you think of Canada and
the glitter of gold. That
is why the

Canadian Polishes Limited
of Hamilton

have adopted the name

"KLONDIKE"

for their

Metal Polish

Because it is a Canadian product imparting the glitter of gold to brass and copper. A good running mate to this line is

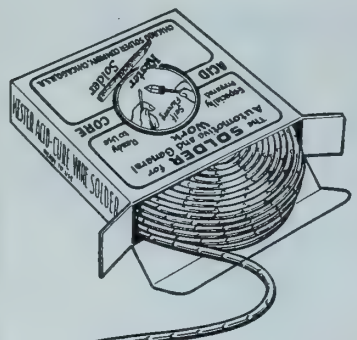
IDEAL SILVER CREAM
(*The Cream That Cleans Clean*)

It will pay the Hardware dealer to stock these lines along with any other polishes that they require.

"If it can polish we have an article that will do it."

Write for illustrated catalogue of our lines.

CANADIAN POLISHES LIMITED
HAMILTON CANADA



"I received your sample of Kester Acid Core Wire Solder and have tried it out and like it fine. Have bought a spool of it from my dealer and find that it saves a lot of trouble. All I have to do is to heat my soldering iron and the solder will do the rest.

"I am glad I found your advertisement and sure appreciate it very much."

—JOHN C. BUCK
Harrison, Neb.

APPLY the heat—and from the inside of the *hollow* Kester Acid Core Wire Solder, the acid will run on to the article you are soldering. After it—*always* after it—will come the solder, it's perfect flux formed. Remember, it's simply high grade flux and high grade solder—the same as you are using now, but far, far easier to apply. Fill out the coupon below and get a free sample to try for yourself.

In the illustration below the black spot indicates the flux that fills the inside of the hollow wire solder. Notice the crimps in the solder shown above. They keep the flux from running out except as you wish to use it, and keep the amounts of flux and solder always in proper proportion.

KESTER
Acid Core WIRE SOLDER

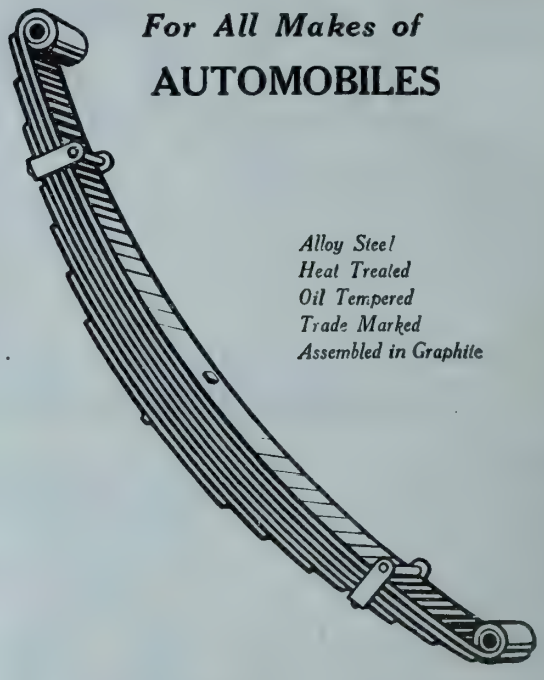
CHICAGO SOLDER COMPANY
4201 Wrightwood Ave., Chicago, Ill.

Please send me the sample spool of Kester Acid Core Solder described in your advertisement, no charges, postage prepaid.

Name .....

Address .....

COGHLIN SPRINGS
For All Makes of AUTOMOBILES



Alloy Steel
Heat Treated
Oil Tempered
Trade Marked
Assembled in Graphite

Coghlin Replacement Springs for all cars satisfy the demands of the most exacting users in Canada. They are constructed of the finest quality of spring steel. They are heat-treated, tempered in oil, and assembled in graphite, and each spring is subjected to exacting tests for endurance and resiliency before leaving the factory. The fact that Coghlin Springs have been the accepted standard for spring quality in Canada for more than half a century is your guarantee of service from every Coghlin Replacement Spring you buy.

Coghlin Automobile Replacement Springs allow a good margin of profit to the dealer. Write us and we will gladly supply you with full details.

Makers of Springs Since 1869

B.J. COGHLIN CO
Limited
MONTREAL

AGENTS
MONTREAL- H. W. Petrie of Montreal, Limited
TORONTO- Springs & Auto Parts, Limited
VANCOUVER- Jeffree & Johnson, Limited
LETHBRIDGE- Jeffree & Johnson, Limited

THE STORE WITH THE STOCK WILL GET THE BUSINESS—

The increased interest in athletics, especially baseball, means that someone will have to supply the unusual demand.

Is Your Stock Sufficient ?

Remember that a player wants a ball or a glove when he wants it—delays mean the loss of a sale and the resulting profit. It will pay you well to be prepared.

Write us immediately for detailed information—the season is nearing rapidly.

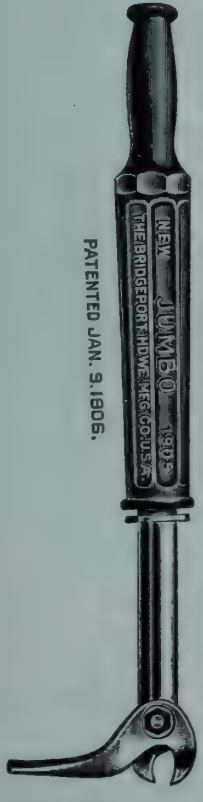
A. J. REACH COMPANY, LTD.

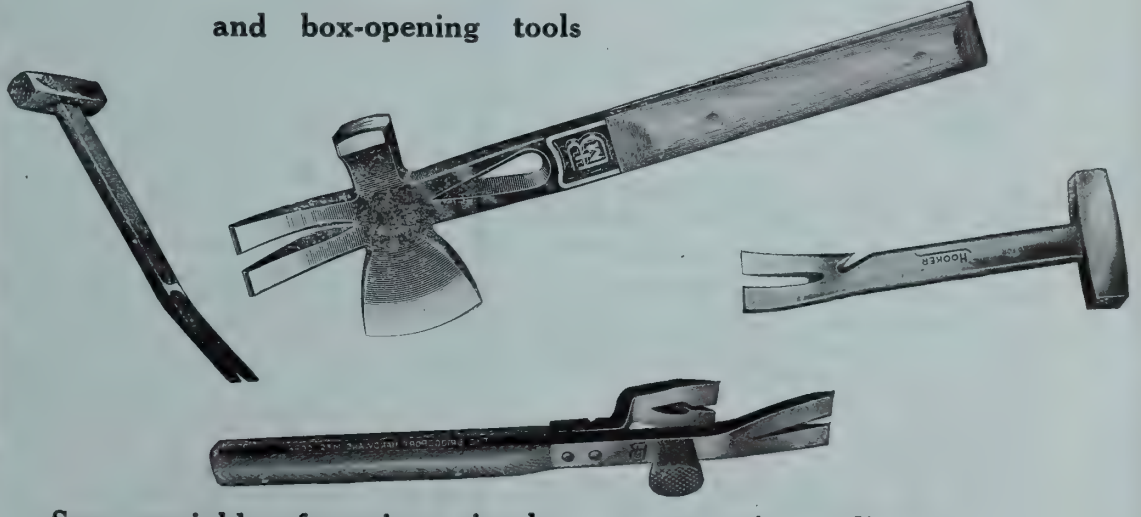
BRANTFORD, ONT.

Reach

THE BRIDGEPORT LINE

All kinds of nail pullers and box-opening tools





See your jobber for prices, circulars, etc., or write us direct.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U. S. A.

SALES REPRESENTATIVES:

WESTERN CANADA
Sutherland Bros., Confederation Life Bldg., Winnipeg, Man.

EASTERN CANADA
W. J. Latimer, 107 Hocken Ave., Toronto, Ont.

GOODELL-PRATT

1500 GOOD TOOLS

GLASS CUTTERS

With wheels that cut like diamonds

In the countries of Northwestern Europe, where glass cutting is a highly developed industry, they acknowledge the outstanding superiority of Goodell-Pratt Glass Cutters.

In the largest glass factories of the United States, Goodell-Pratt Glass Cutter wheels are used, because of their lasting qualities.

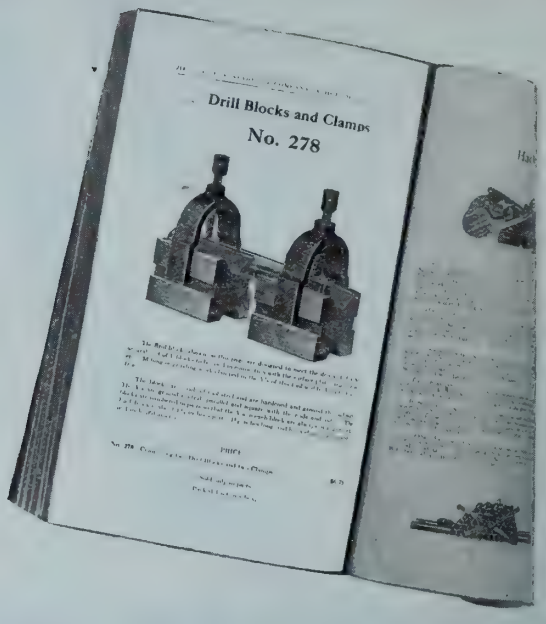
The superiority of Goodell-Pratt Glass Cutter wheels is due to our methods of manufacture and individual testing.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass. U. S. A.

New Tools You Should Know



DRILL BLOCKS AND CLAMPS No. 278

A recent addition to Starrett sets of drill blocks. These blocks No. 278 are especially made to meet the demand for work requiring V blocks of the highest accuracy. Made of tool steel, with the V's ground central, parallel and square with the ends and sides, and hardened. Set consists of two drill blocks and two clamps. Blocks are 1 1-4 inches square by 1 5-8 inches long. Clamping capacity, 1 inch diameter. Especially recommended for accurate work in connection with drill presses, laying out work, prick punching, milling, grinding, etc. Fully described and illustrated in the new Starrett Catalog No. 22 "MA", on page 214, reproduced above. Copies of this catalog sent on request. Also write for the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers, Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-248

Sell Starrett Tools

ORDERS

IS the machinery you have been using for the past 3 or 4 years to get orders—is it getting rusty?

Are you satisfied you have the harmony in your organization that you should have?

Do you feel that your salesmen are fighting every inch of the way for business and as happy in their work as you would like to see them?

Is there the proper co-operative fighting spirit?

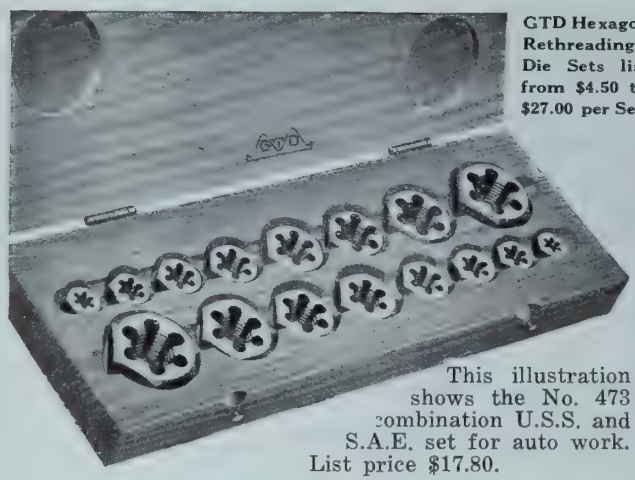
The Fault May be Yours?

Your salesmen, and wholesalers who help sell your goods, have a right to expect co-operation. They have a right to expect that the house they are selling for really believes that good business is to be secured. They have a right to question if the whole responsibility of selling should be placed on them. Advertising is the strongest co-operation you can give them to show that you believe in your business. Powerful copy consistently running in your dealers' specialized business paper, will stimulate dealers' interest in your goods; will encourage the salesman in his work; will help to make him a fighter, —and to sell more goods. And you know when you can get the influence of the progressive dealer behind your goods you have the biggest merchandising force in the country working for you.

Let HARDWARE AND METAL help you get the fighting spirit in your sales organization and help you line up 4,000 progressive merchants behind your goods.

HARDWARE & METAL

Southam Bldg., Montreal **153 University Ave., Toronto**
Confederation Life Bldg., Winnipeg **Carter-Cotton Bldg., Vancouver**



GTD Hexagon Rethreading Die Sets list from $4.50 to $27.00 per Set.

This illustration shows the No. 473 combination U.S.S. and S.A.E. set for auto work. List price $17.80.

Sell These to Reclaim Old Bolts, Studs, and Screws

Mechanics need tools to **clean up** crossed, bruised, stripped and caked threads on bolts, rods, screws, studs, etc.

This outfit appeals to the repairman, amateur and professional alike. They "fit" in the farm repair shop, and are a find for the auto mechanic.

"They will go anywhere a nut will go."

We have circulars and catalogs which will give you complete information on the uses and prices of these sets. Write now, using the coupon, and get the details, including **your price.**

Remember the

REG U.S. PAT. OFF. GTD

Trademark

It guarantees the quality of these tools. Don't take a chance on imitation.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

U.S. Factory:
Greenfield Tap and Die Corp.
Greenfield, Mass.

GTD Corporation, Ltd., Galt, Ontario.
Send your circular on "Hex" Dies and give me dealers' prices.

Name .....
Firm .....
City..... State..... **HM.2**

We are constantly acquainting new file users with the fact that our five brands of files have been the standard of file quality for over fifty years.

Our advertising is also steadily emphasizing that a file should be replaced immediately it has become the least bit dull.

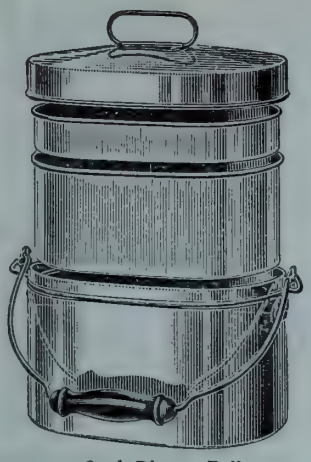
Are you getting the benefit of this advertising, by stocking one of these five famous brands?—

Kearney and Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario



Oval Dinner Pail

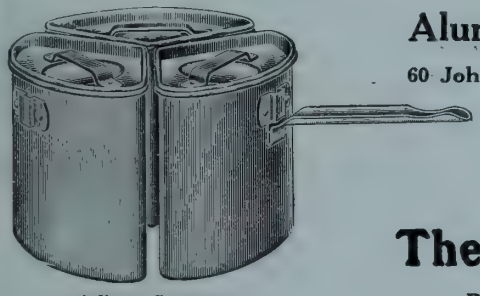
Some Convention Right Here

Four Utensils of the Finest Aluminumware!

We have convened right here in this advertisement four of the finest utensils you could sell. Take the Dinner Pail, for instance. It has a polish finish; sturdy uncountersunk rivets; tightly rolled, sanitary beads; slip-over cover, to keep dirt and rain out.

The Sink Strainer is polish finish; inside, sunray finish; tightly rolled; sanitary bead. The others are up to the same standard. Viko Utensils are stamped from hard, thick, 99 per cent. pure sheet aluminum. Every article illustrated in our catalogue is absolutely guaranteed against any defect in material or workmanship. We authorize our dealers to replace at our expense any Viko utensil which should prove defective in either workmanship or material.

Omelet Pan



Triplicate Saucepan

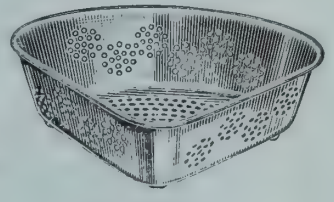
Catalogue and Price List on Request

Aluminum Specialty Company
OF CANADA
60 John St. - - Toronto

VIKO

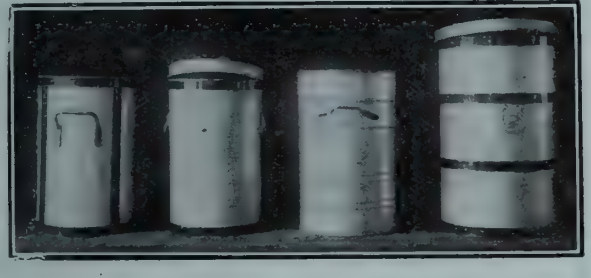
The Popular Aluminum

BISSONNETTE & BISSONNETTE
Representatives for Quebec



Sink Strainer

A LINE WORTH WHILE



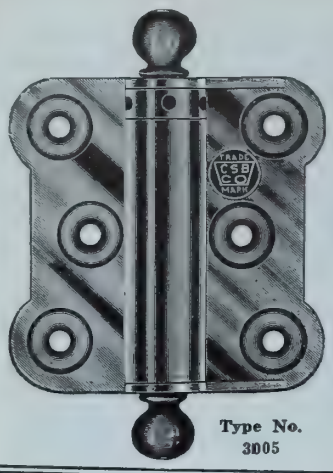
THE PROGRESSIVE HARDWARE DEALER who is after an all year round trade in heavy weight garbage and ash cans for hotels, restaurants and apartment houses should carry **REED'S "SUPER-SERVICE" LINE.**

Every "Super-Service" Can is built to stand rough, hard usage and to deliver continuous, satisfactory service year in and year out.

You'll find it a worth-while proposition to stock **"Super-Service"** Garbage and Ash Cans. **"Super-Service"** means satisfaction for your customers and dollars for you.

Made in Canada for Canadians by Canadians

Geo. W. Reed & Co. Limited, Montreal



Type No. 3005

TRADE CHICAGO MARK

SPRING HINGES

TRADE CSB CO MARK

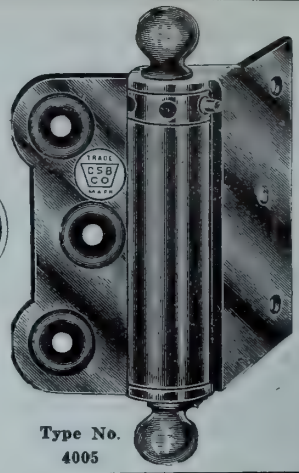
The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order now.

Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue M36.



Type No. 4005

Immediate or Deferred Shipments of HANDLES

We can ship promptly rush orders for Axe, Hammer, Peavy, Pick and Cant Dog Handles. These beautifully-made handles are from selected, clear, straight Second Growth Hickory, White Ash and Maple.

We also make baseball bats that you'll be proud to have in your store, even for the short time before they're sold. Write for quotation and descriptions.

DARRAH BROS.

SUTTON, QUE.

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.

Manufacturers **NEWMARKET, ONTARIO**

"EVERLASTING"

Veneer Toilet Seat—Strong, Clean, Hygienic

7- and 11-ply, air-seasoned wood veneer, held together by our special wood cement. This cement is proof against heat, cold or dampness. The veneering is distributed according to the strain and wear required of the different parts. The Everlasting Seat will never crack, warp or split.

We also manufacture five staple lines of Veneer Chair Seats, round-cornered, and durably finished in coach varnish.

Ask for our English-French-Spanish-English Catalogue.

Canadian Veneering Company, Incorporated

ACTON VALE, QUE.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

"I want a 'Hammer the Hammer' revolver"

The Iver Johnson is so well known as a safety revolver that customers frequently ask for the "Hammer the Hammer" revolver — the one that can't discharge accidentally.

This is the only automatically safe revolver. Knock it, thump it, jolt it or "Hammer the Hammer"—it cannot discharge accidentally. Only by intentional pull of the trigger can this revolver be discharged.

The true alignment of barrel and cylinder assures absolute accuracy and deep penetration.

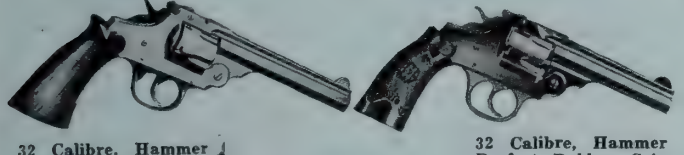
Because of its piano wire, heat-treated springs—instead of ordinary flat springs which have a tendency to break — the Iver Johnson is always ready for instant use. Quick, sure, accurate.

Write for firearms catalog "A" and complete dealer information. If interested, also ask for literature on bicycles, "B"; and motorcycles, "C."

Stock the entire line so that you can supply the exact model to fit each individual preference.
22, 32, 32 Special and 38 Calibers, Hammer and Hammerless models. Regular, Perfect Rubber and Western Walnut Grips. Why not stock Iver Johnson Champion Single and Double Barrel Shotguns, too? They combine accuracy and dependability and are moderately priced.
Cash in on the entire Iver Johnson line of firearms.

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
New York Office:-99 Chambers St. San Francisco Office:-717 Market St.

"The Safe Revolver to Sell"



32 Calibre, Hammer Western Walnut Grip

32 Calibre, Hammer Perfect Rubber Grip

32 Calibre, Hammerless Regular

32 Calibre, Hammerless Perfect Rubber Grip

TRADE **FRAIM** MARK

Padlocks
and
Night Latches

The Fraim line was never so diversified and complete as now.

Fraim Padlocks and Night Latches are made in every grade, from the most inexpensive to the very best. At retail they cover a price range from a dime to three dollars.

To give you better service than ever before we have remodeled our manufacturing and commercial organizations into one big unit of modern efficiency. And we enjoy the exclusive right to use the name "Fraim."

Fraim Locks
Make Secure Friends

Padlocks

All types—warded, wards and levers, hook lever, secure lever and pin-tumbler.

Made of wrought steel, wrought brass, cast bronze, cast brass, cast iron and malleable iron.

Night Latches

Write us for information about our completely remodelled line of the most popular and best-selling warded and pin-tumbler types.

Ready sellers, popularly priced.

Automobile Padlocks

We make a line of Padlocks specially designed for the motor trade. Be sure that you are stocked with our 1¾ and 2⅛ inch adjustable shackle locks for motor cycles, bicycles and automobiles. They sell without effort on your part.

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches. Sent free upon request.

THE E. T. FRAIM LOCK CO.

Lancaster, Penna. U.S.A.

The Popular Demand is for a High Grade Electric Washer at a Moderate Price

Dealers are finding a Washing Machine that completely meets that demand in the

1900 Agitator Electric Washer

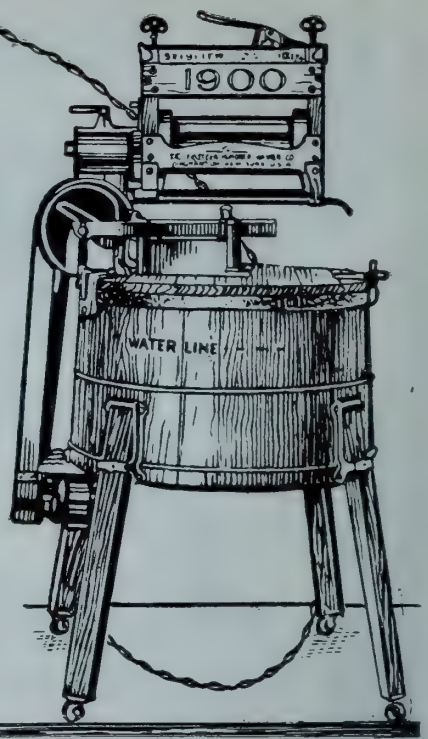
The wooden tub of the "1900 Agitator" Electric Washer is of fair capacity and made of the best grade of white cedar, which has gained a splendid reputation for durability.

The washing action is exceptionally good—the old-fashioned "dolly" has been discarded for a correctly designed swinging "agitator Board," a patented feature. Clothes are washed beautifully clean without the slighest injury to delicate fabrics. Quiet and smooth-running, this washer develops practically no vibration.

The Agitator Electric Wringer which works electrically and swings in any position is equipped with quick release safety device —these features appeal greatly to every woman.

Line up with the "1900" line of Washers. The "1900" dealer has not only the satisfaction of representing the leading Washer in the field—he has a type of machine to offer every class of customer—the "1900 Cataract Electric," "The 1900 Wood Tub Electric," the "1900 Water Power," as well as two types of hand machines.

Let us tell you about our attractive dealer proposition.

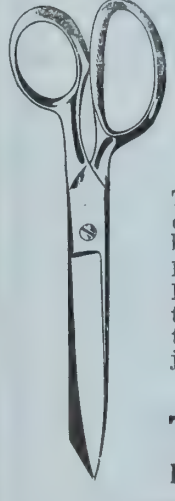


1900 Washer Co.
357 Yonge Street, Toronto

1900 AGITATOR
Electric Washer

ACME SHEARS
Strong Keen Durable

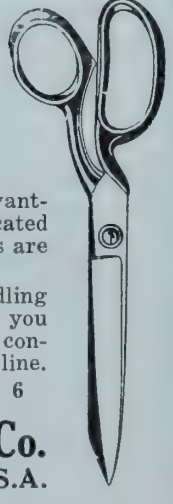
"Acme" Cast Shears and Scissors excel in quality and finish for low-priced cutlery. Acme blades are strong and durable, with keen sharp cutting edges, familiar to all who have sold or used them. There are good sales for hardware merchants on Acme



Shears

Scissors

Tinner's Snips



That "Acme" Shears are wanted, liked, and sold, is indicated by the fact that 35,000 pairs are produced daily.

If you are not already handling the "Acme" line it will pay you to do so, particularly in conjunction with a high-priced line.

Write for Catalogue No. 6

The Acme Shear Co.
Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000

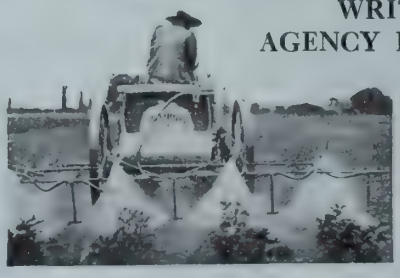
Canadian Agent:
Mr. A. J. McCrae, 23 Scott St.
Toronto

Spramotor
It isn't a SPRAMOTOR unless we made it

Do the Farmers in Your District "Spray The Spramotor Way?"

If they don't you should see to it that they do. There is good agents' profit in handling the Spramotor—the sprayer that sprays everywhere a plant-destroying insect can get.

The farmer knows of the Spramotor—it has been advertised in his farm papers for years. Our advertising, and the good word of satisfied farm users, have done most of the selling for you. Putting the Spramotor before the farmer, and telling him you are our agent is your work.



WRITE FOR AGENCY PROPOSITION

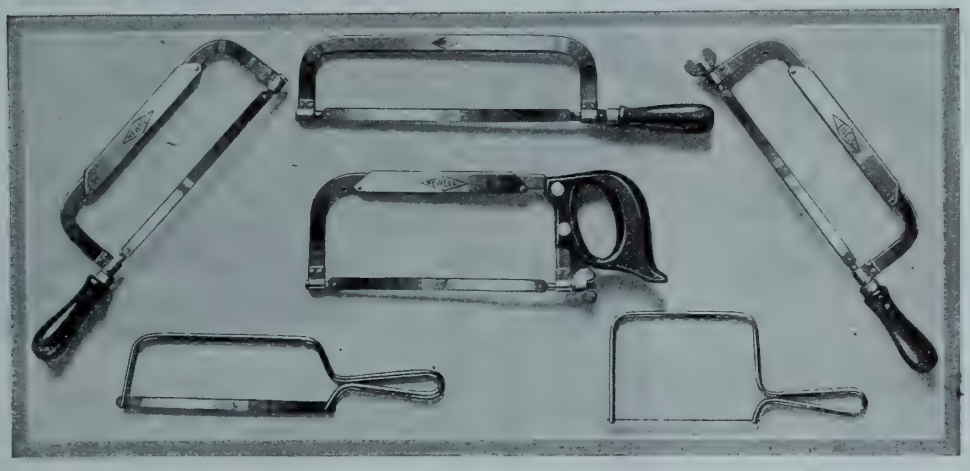
Spramotor Co.,
28 King St.

LONDON, ONT.

NEWELL

QUALITY SERVICE

Made in Canada



Write for Catalogue

Ontario Representative:
Geo. B. Jenkinson,
166 Bay Street
TORONTO

British Columbia Representative:
Geo. Mather,
VANCOUVER

A FEW OF OUR SAW FRAMES

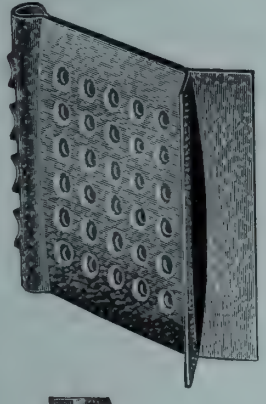
We also manufacture Curtain Rods, Bathroom Fixtures, Stair Rods, Stair Plates, Brass Stair Nosing, etc., etc.

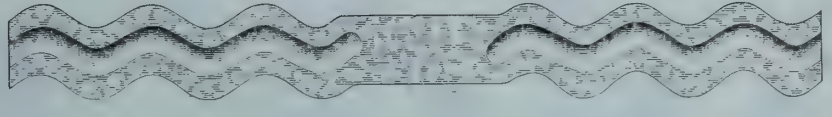
NEWELL MANUFACTURING CO., LTD.

ESTABLISHED 1900

PRESCOTT - ONTARIO

QUALITY GUARANTEED





Premax Builders' Specialties

Premax Galvanized Wall and Veneer Ties, Brick Bonds and Wall Plugs offer unusual opportunities for profitable Spring business. Experienced building contractors seek the most dependable galvanized wall ties and brick bonds for all masonry and brick construction. Standard practice now demands this addition to building security.

Premax galvanized ties, bonds, and plugs, are extra heavy, correctly designed and guaranteed in strength.

You can profitably push these items for the coming season.

Ask for samples and prices.

NIAGARA METAL STAMPING CORPORATION

NIAGARA FALLS, N.Y.

Division M.

Canadian Sales Representatives:

Western Canada: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Man.
Eastern Canada: R. R. Labelle, P.O. Box 1528, Montreal, Que.

TRIMO

THE WORD TRIMO

Pipe Wrench

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

More Profitable Lines for the Hardware Dealer

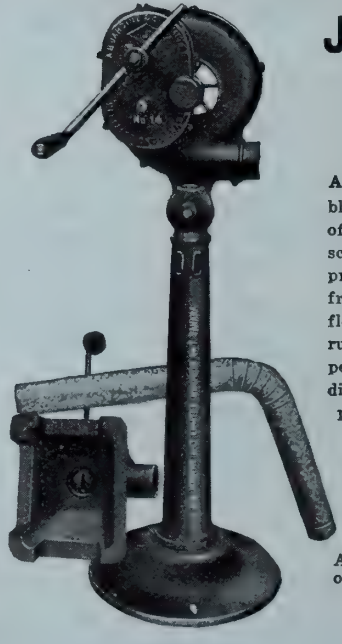
Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.



JARDINE

Pedestal Blower

A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

No. 1062 Velocipede

10273 Soap Holder

No. 70 Wagon

TORONTO Gendron CANADA

Exhibited at the
ONTARIO RETAIL HARDWARE CONVENTION--
the best material and skill in

Automobiles Strollers Go-Carts
Disc Wheel Coasters Express Wagons
Doll Cabs Bathroom Fittings

The Gendron Mfg. Co.
Limited
Toronto, Canada

If you haven't these goods on your floor
Write for Catalogue

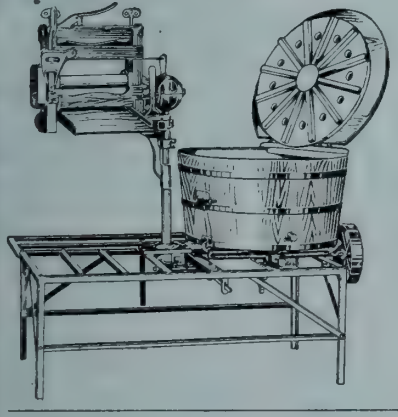
No. 87 Coaster

No. 839 Carriage

"A Little Pepper, Please"

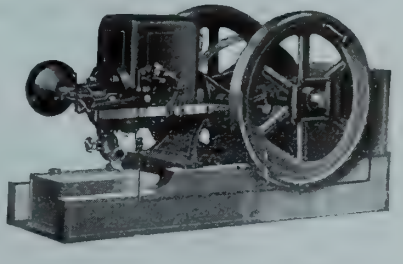
That's what you say, when you want to put a little extra "snap" into the flavor of your food. You want a "little pepper" in your business too, just now, don't you? Don't go stale with old lines that have lost their "pep." Take hold of the LIBERTY WASHER. It sells at a low price which makes it easy to talk about, besides, it has every improvement and many that are exclusive. It works on the most popular and most widely accepted principle. It is driven by electric motor or gas engine. You can sell lots of Liberty Washers.

A LIBERTY WASHER Will Put "Pep" in Your Business



The LUNDY Engine

The Lundy Engine is built on the very latest models, embodying many improvements over former products. Made in sizes from 1¾ h.p. up to 12 h.p. The 1¾ h.p. size is suitable for driving washing machines, separators, churns, pumps, feed grinders, etc. Where there is no electricity in the home, the LUNDY ENGINE provides power economically and conveniently.



AGENTS WANTED—Write for Prices and Terms

A. R. LUNDY, 257 King St., W., Toronto { Factories at Toronto and Dunnville, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

Ask for

THE OLD RELIABLE

BLACK **DIAMOND**

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

SIMONDS
"The Saw Makers"

The Perfect Saw That's Backed By a Strong Guarantee

Crescent Ground Cross-Cut SAWS

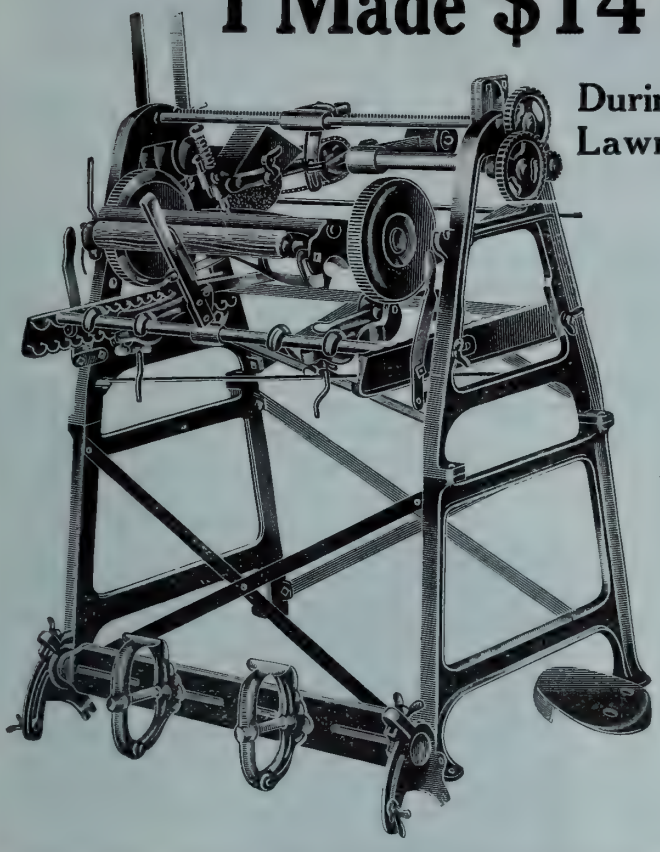
Because of their edge-holding qualities and cutting ability Simonds Crescent Ground Cross-Cut Saws are in big demand.

Hardware dealers who want a share of the cross-cut saw sales should place their orders for Simonds now. The Crescent Ground Cross-Cut is the saw woodsmen use.

Write for Catalog and selling proposition.

Simonds Canada Saw Co. Ltd.
"The Saw Makers"
Montreal, Que.
St. John, N.B.
Vancouver, B.C.

I Made $1412.63 on the Side



During the Grass Season with your IDEAL Lawnmower Grinder, writes W. F. Kendt.

Mr. Kendt lives in Buffalo, and sharpened 790 lawnmowers. Says best investment ever made.

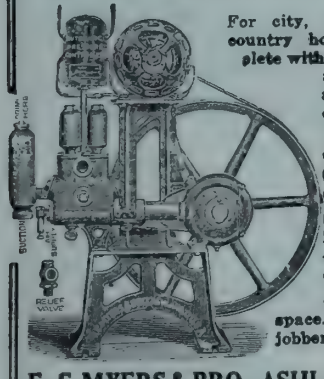
Read What Zeno Says:

Zeno Brandon lives at Middletown, Ohio, and writes:
"I have worked 55 days and made $820.70. Have made as high as $38.70 in one day."

WRITE FOR CATALOG
And little booklet, "LET GEORGE SAY IT." It tells the stories of profit as the boys tell it. Mr. Brown bought early, made $1400 by fall, and built a new shop with the money. Write to-day.

The Fate-Root-Heath Co.
Plymouth, Ohio

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

HARDWARE and METAL is the logical medium to use if you have a message for the Canadian hardware trade.

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last twenty years.

Compares in quality with the best imported brands, but is considerably lower in price.

Copy of tests made by Strength of Materials Laboratory prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1⅜x½
Elastic Limit, per sq. in.	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.....	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Western Canada, Bissett & Webb, Ltd., Winnipeg.

Wholesale Hardware Dealers carry **London Bar Iron**

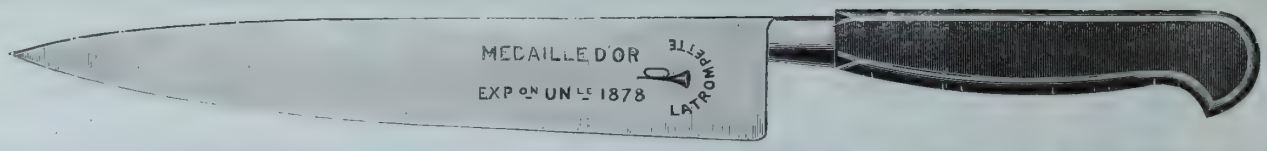
Drop us a line for full particulars and prices

Manufactured in Canada by

London Rolling Mill Co.

Limited

LONDON, CANADA



"SABATIER" TRADE MARK "LA TROMPETTE"

We are again supplying the Canadian Hardware trade with our famous lines of cutlery, including the knives as illustrated.
Avoid imitations of our cutlery by seeing that our Trade Mark
"La Trompette Medaille d'or Expn. Univl. 1878"
is stamped on each blade as shown on above illustration.

SABATIER Pere & Fils **THIERS (France)**

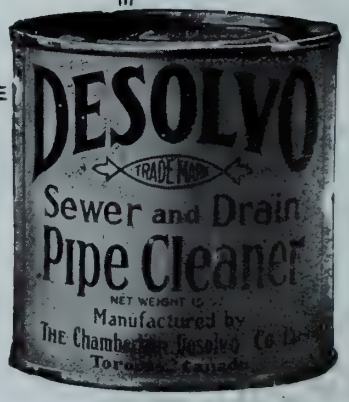
CANADIAN REPRESENTATIVES: Richardson and Bureau, Montreal, Que.

THE MOWER
This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur

Look at The Man—He's In Action!

That makes his scythe and snath effective. No snath or scythe can be useful or profitable while it is standing still. Book your snaths now to get the earliest sales. Advertise and display them so that they keep moving—only moving scythes and snaths cut a wide swath and harvest big profits. Get action.—Write your jobber.

DOMINION SNATH CO., LIMITED.
WATERVILLE, QUEBEC.



Master of all clogged or Frozen Pipe

DESOLVO

A Product and a Service

It's the service that Desolvo gives that makes it sell so well. You're practically selling a useful service in a can. That's what it amounts to when consumers simply mix it with cold water and clear clogged or frozen pipe without need to tear up floors, lawns, shrubbery, etc.
Desolvo not only makes profitable sales and delights customers but it saves time and money for you on your own jobs.

Order From Your Jobber.
NEW PRICES EFFECTIVE JAN. 1st.

The Chamberlain Desolvo Co., Limited
109 Church St., Toronto

Eastern Canada Representatives: RICHARDSON & BUREAU, 55 St. Francis Xavier St., Montreal.
Ontario Representative: L. F. MAYNE, 875 Trafalgar St., London, Ontario.
Western Canada Representatives: N. D. McPHAIL & CO., Standard Bank Building, Vancouver, B.C.

"Lively and Lasting"

RELIABLE

TRADE MARK

RELIABLE CANADIAN PRODUCTS

FLASHLIGHTS & BATTERIES

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE **QUEBEC**

Western Agents: **The H. L. Perry Co., Limited, Winnipeg, Man.**

STRATFORD

Wood Products for Spring Sales

Extension Ladders

There is a wide, profitable field for you in the sale of these excellent extension ladders.
Our extension ladders are a high-grade product. Light, yet durable, safe and easy to handle.
Service-built ladders that make sales and new customers.

Faultless Step Ladders

These are made of selected B.C. fir, carefully and strongly built. Faultless Stepladders make satisfied customers — customers that bring repeat business. Built for service and sell because they are strong, sturdy and safe.
We also manufacture Stepladder Stools, Extension Safety Gates, Folding Chairs and Tables, Ironing and Bake Boards, Summer Furniture, Clothes Bars, Meat and Bread Boards.

Write for Catalogue "D"

The Stratford Manufacturing Co., Limited

Stratford, Ontario

Johnson Halters at Pre-War Prices

NUMBER ONE EXTRA	$1.50
NUMBER ONE	1.40
NUMBER TWO	1.35
NUMBER THREE	1.30

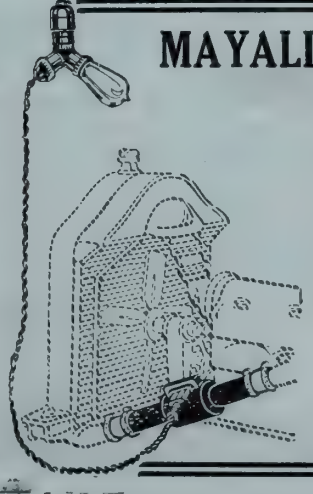
Guaranteed against decline in price or quality. Our old guarantee still stands.

THIS IS A NO. 2.....Price $1.35

The Johnson Ideal Halter Co. **Sarnia, Ont.**

A Tag like this in Red, attached to every Halter

MAYALL MOTOR HEATER



Your auto accessory customers are grateful when you point out that the Mayall connected with any lamp socket heats the water through the car into constant circulation, prevents freezing and assures easy starting.

Motor Sundries Corp. Ltd.

Head Office and Factory:
414 Eastern Ave., Toronto

Also manufacturers of Hurst Motor Heater, Float-a-Ford Shock Absorbers, Mayall Flat-Spring Bumper.

Inserted Tooth Saw

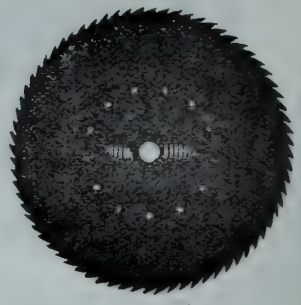
All Kinds of

CIRCULAR SAWS

SOLID TOOTH INSERTED TOOTH

Edger, Shingle, Grooving, Concave and Band Saws, Wood Saw Blades

We shall be glad to answer inquiries from abroad. Our dependable, quick-cutting saws are made as true as it is possible to get them. They are free from flaws and seams. We warrant every saw.



Shingle Saw

La Manufacture de Scies de Levis

LEVIS QUEBEC CANADA

FLY TERROR

Sells to Anglers

The Season is here! Display and advertise your Fly Terror. Let every Sportsman, Angler, Camper, Prospector, Surveyor, Lumberman, etc., know that you sell this absolute protection from black flies and mosquitoes. Fly Terror is non-poisonous, non-injurious to the skin, not greasy, is agreeable in odor and affords complete protection from flies and mosquitoes.

Made in Canada

The Fly Terror Manufacturing Reg'd,

7 Notre Dame Square, Quebec, Canada

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CULTERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Good papers furnish A. B. C. reports to their advertisers. Hardware & Metal is a member of the Audit Bureau of Circulations.

Black Diamond for Cutting

When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Hardware and Metal Circulation Dominates in Western Canada Because:—

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

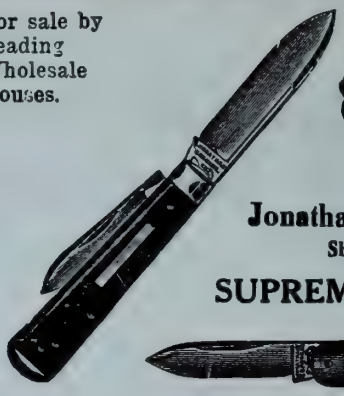
Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

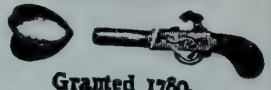
We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

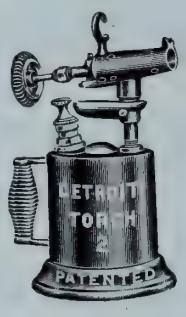
Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

Watch for Our Ad Featuring

K-T Clothes Line Pulleys or Well Wheels

In next week's space. We also make K-T Cobbler Sets, Window Weights, Coal Chutes, Clean Out Doors, Clothes Reels, Horse Weights, Well Wheels and Clothes Line Pulleys.

THE KATIE FOUNDRY
GALT, ONTARIO

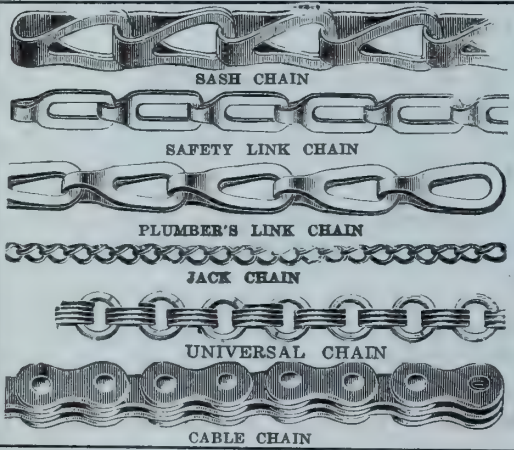


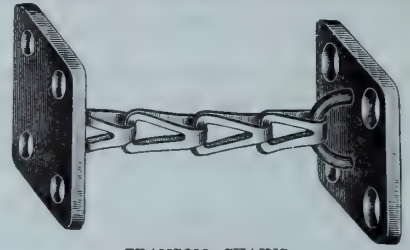
Capacity .....1 qt.
Net Weight.....4 lbs.
Shipping wgt..6¾ lbs.

Detroit Torch
Fully Inspected

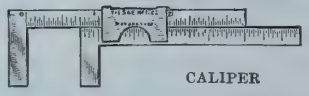
The No. 2, quart-size, torch has been pronounced, by experienced torch men, a real sensation. Highest quality brass tank; powerful improved burner; pump with power and strength; a heavy reinforced tank; hook and support for holding soldering coppers; every part thoroughly inspected and tested.

Detroit Torch & Mfg. Co.
Detroit, Michigan





TRANSOM CHAINS



CALIPER

WOOD TRIMMER

THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAIN"
BRIDGEPORT, CONN., U.S.A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

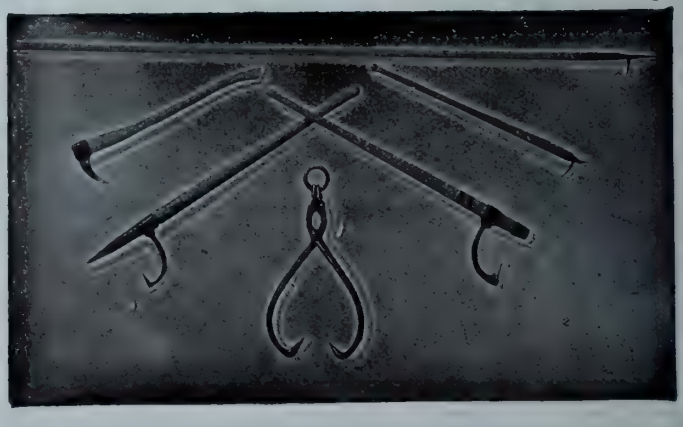
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



Yes! You Can Get NORTHLAND SKIS Quick!

You can make plenty of sales yet this season, so keep your stock up. If necessary, wire us your order collect. We will ship immediately.

NORTHLAND SKI MFG. CO.

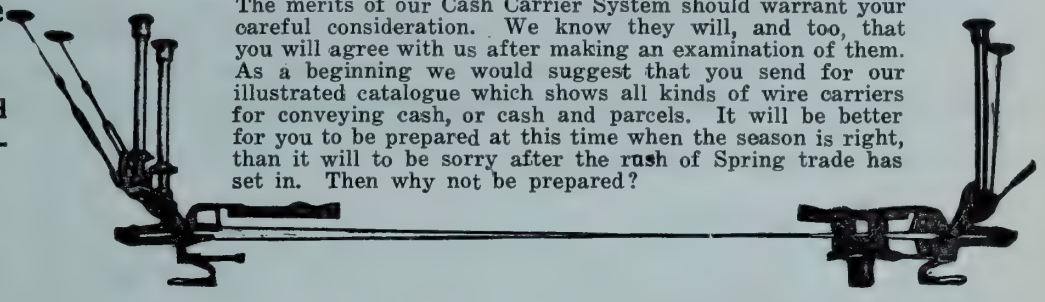
23 Merriam Park St. Paul, Minn.

Why Not Have a Double Check on all Sales?

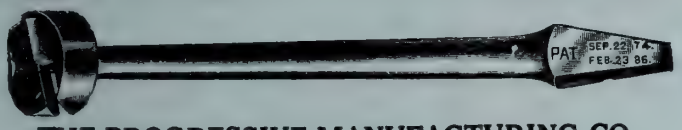
All kinds of Wire Cash and Parcel Carriers and Pneumatic Tubes.

Gipe-Hazard Store Service Co., Limited

113 SUMACH ST., TORONTO, ONT.



The merits of our Cash Carrier System should warrant your careful consideration. We know they will, and too, that you will agree with us after making an examination of them. As a beginning we would suggest that you send for our illustrated catalogue which shows all kinds of wire carriers for conveying cash, or cash and parcels. It will be better for you to be prepared at this time when the season is right, than it will to be sorry after the rush of Spring trade has set in. Then why not be prepared?



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

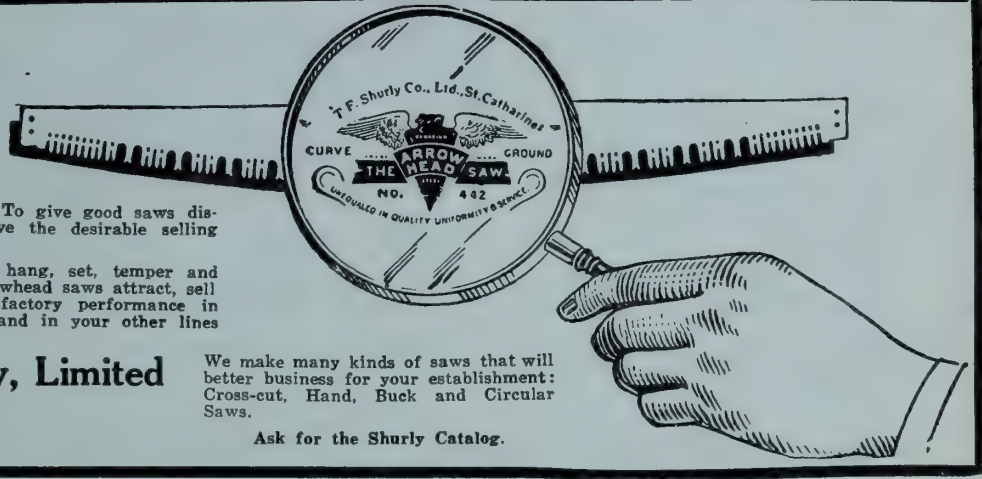
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

IN STOCK AT MONTREAL.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

YOUNG MAN FOR STOREKEEPER, PREFERably with retail or wholesale hardware experience. Give full particulars of age, education, experience and salary expected. The Metal Shingle & Siding Co., Ltd., Preston.

EXPERIENCED HARDWARE CLERK WANTed, must be good salesman and stockkeeper one who speaks French preferred. Apply stating experience, age, salary required and send copy of references to the George Taylor Hardware Limited, New Liskeard, Ontario.

WANTED

JOBBER TO HANDLE TOY NOVELTY FOR Eastern Canada, must be well established and able to cover all territory East of Manitoba. Excellent seller, low freight, and big profits. Write Hiker Manufacturing Co., Ltd., Victoria, B.C.

WANTED—LIVE MANUFACTURERS' AGENT in Winnipeg, to work Manitoba, Saskatchewan and Alberta, for Import Japanese Merchandise, China, Earthenware, Glassware, Baskets, Brushes, Mats and Matting, Bamboo Poles, Hardware Specialties, etc. Highest references as to responsiblity, and selling ability, required. Box 664, Hardware & Metal.

BUSINESS CHANCES WANTED

HARDWARE BUSINESS WANTED IN GOOD live town or city. Give particulars. Box 683 Hardware & Metal.

Have you any small needs?

Do you want to sell anything?

If so advertise in this paper and watch Results.

FOR SALE

FOR SALE — HARDWARE BUSINESS — A going concern centrally located in Western Ontario city, one of the best Dairy centres in Canada. Stock $14,000 turnover 3 times and exceptional opportunity. Box 343, Hardware & Metal.

FOR SALE—HARDWARE BUSINESS IN Eastern Ontario. Good transportation, two railways and river St. Lawrence. Stock and fixtures about $11,000. Box 345 Hardware and Metal.

HARDWARE, PLUMBING and TINSMITHing business, central Ontario, great opening for man of Roman Catholic faith. Box 684, Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

HARDWARE AND METAL the logical medium to use if you have a message for the Canadian hardware trade.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull
TRADE MARKS
CONSULT
HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
133 Bank St.—Ottawa, Canada

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit,
Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

"Monarch" & "Safe-Locking" Fencing
We make Farm, Lawn and Poultry Fencing, Gates, etc., and sell exclusively to the Hardware Trade. Write for Agency.
Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT.

BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

DOON TWINES, LIMITED
KITCHENER, ONT.
Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.
Mills at Doon and Kitchener, Ont.

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If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

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PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats, etc. Paddles and Oars
Peterborough Canoe Company Limited
255 Water Street Peterborough, Canada.

Poultry Leg Bands, Ear Tags and Buttons
FOR STOCK *Retail Prices*
Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands ... 20c per doz. 90c per 100
Three spiral colored bands ... 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
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THE RIDEAU SPECIALTY CO.
MANUFACTURERS SMITHS FALLS ONT.

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Our Specialty
Cameron & Company
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Regarding
CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

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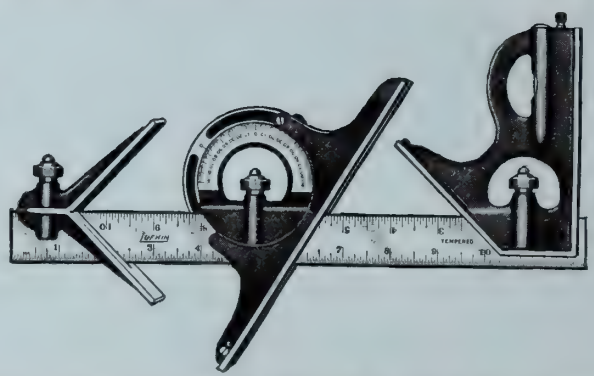
LUFKIN

COMBINATION SQUARES



LUFKIN

BEVEL PROTRACTORS
COMBINATION SETS

JUST PUT THEM ON DISPLAY

At a glance every mechanic's eye will be caught by their nicety of design and finish, and their distinctive color.

On closer inspection he will see among other improvements that both legs of center head are exactly same length and ends formed, insuring accuracy on any circumference, large or small. That the double protractor is readily convertible into single protractor, serving perfectly for every sort of work.

SEND FOR CATALOGUE

LUFKIN

MECHANICS' TOOLS

COMBINATION SQUARES, STEEL SCALES, HOOK SCALES, DEPTH GAGES, THICKNESS GAGES, CENTER GAGES, STEEL REFERENCE TABLES, FOLDING STEEL RULES, THE "UNIVERSAL" TRY AND MITRE SQUARES FOR WOODWORKERS (with and without level).

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CARBORUNDUM WATER-MIXED
VALVE GRINDING COMPOUND

IT'S SIMPLY A MATTER OF PREFERENCE

SOME mechanics prefer a greaseless, extremely fast-cutting valve grinding compound.

Others prefer to work with a grease-mixed compound.

So that's why we have given both to the trade—the new Carborundum Water-Mixed Compound and the long established Carborundum Grease-Mixed Compound. Each has its field.

For quick cutting—the Water-Mixed Compound.

But on jobs where a better, smoother finish is required—the Carborundum Grease-Mixed Compound.

They both cut fast—they both cut free—they both leave a uniform valve and seat without score marks or grooves.

It is simply a matter of which is preferred.

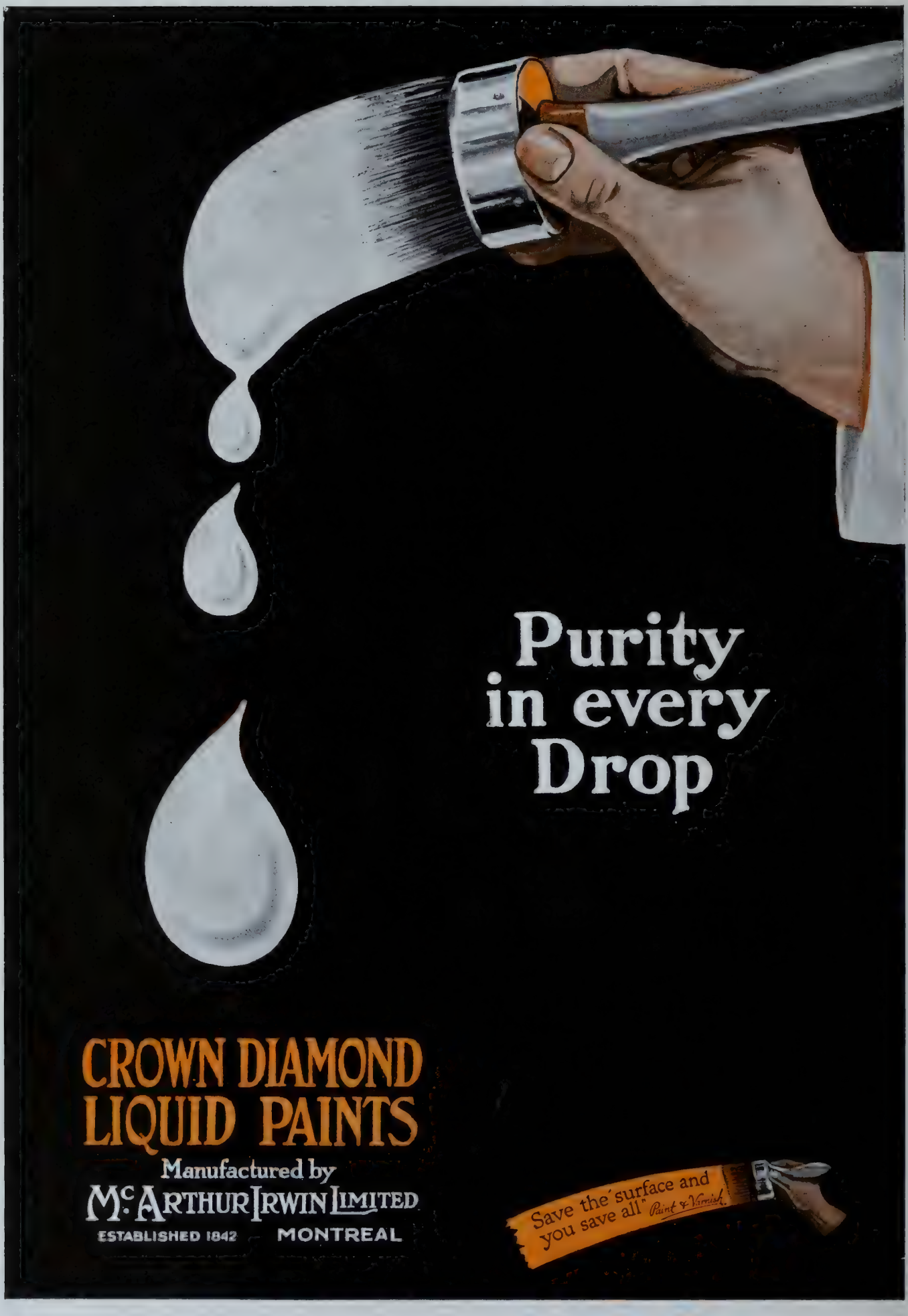
There is an ever-growing demand for each, so Accessory and Hardware Dealers should stock both.

Sold in handy combination cans or one and five pound tins.

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N. Y., U. S. A.

New York, Chicago, Boston, Philadelphia, Cleveland, Detroit, Cincinnati, Pittsburgh, Milwaukee, Grand Rapids. The Carborundum Company, Ltd., Manchester, Eng.

CARBORUNDUM GREASE-MIXED
VALVE GRINDING COMPOUND


Purity
in every
Drop
CROWN DIAMOND
LIQUID PAINTS
Manufactured by
McARTHUR IRWIN LIMITED
ESTABLISHED 1842 MONTREAL
Save the surface and
you save all" Paint & Varnish

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

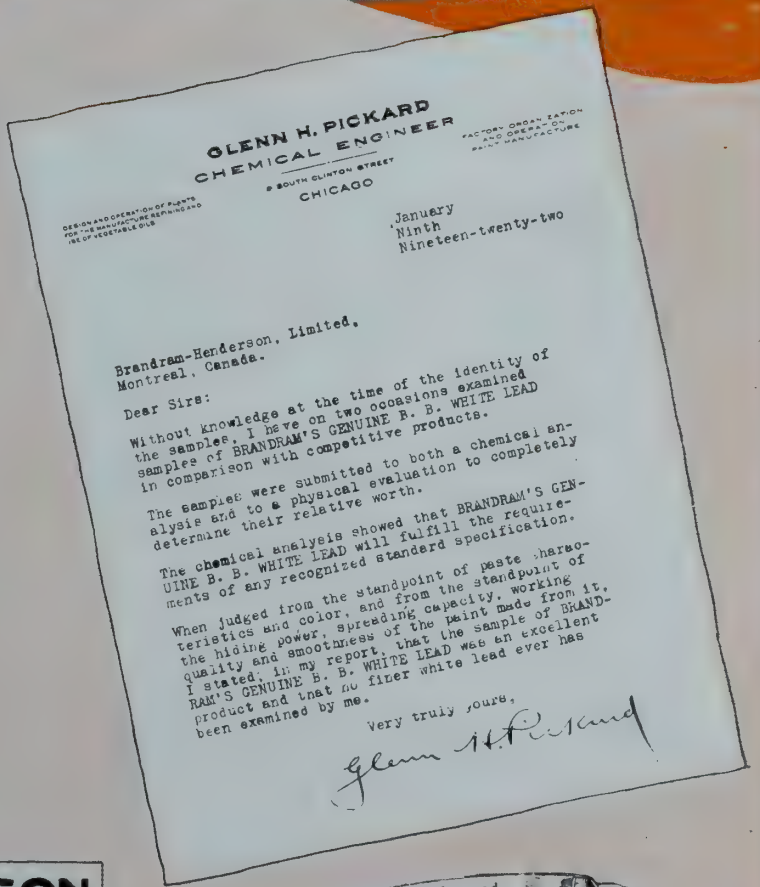
Vol. XXXIV. No. 8 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | February 25, 1922

Brandram's Genuine B B White Lead

pronounced the best by an independent expert

When one of the foremost chemists on the continent states that he has never seen a finer White Lead than Brandram's Genuine B. B., it speaks volumes for the superiority of our Canadian product.

During ten generations Brandram's Genuine B. B. White Lead has maintained its world-wide reputation as the premier White Lead in oil, excelling as it does in spreading and covering qualities as well as in durability.



GLENN H. PICKARD
CHEMICAL ENGINEER
9 SOUTH CLINTON STREET
CHICAGO

DESIGN AND OPERATION OF PLANTS FOR THE MANUFACTURE, REFINING AND USE OF VEGETABLE OILS

FACTORY ORGANIZATION AND OPERATION IN PAINT MANUFACTURE

January
Ninth
Nineteen-twenty-two

Brandram-Henderson, Limited,
Montreal, Canada.

Dear Sirs:

Without knowledge at the time of the identity of the samples, I have on two occasions examined samples of BRANDRAM'S GENUINE B. B. WHITE LEAD in comparison with competitive products.

The samples were submitted to both a chemical analysis and to a physical evaluation to completely determine their relative worth.

The chemical analysis showed that BRANDRAM'S GENUINE B. B. WHITE LEAD will fulfill the requirements of any recognized standard specification.

When judged from the standpoint of paste characteristics and color, and from the standpoint of the hiding power, spreading capacity, working quality and smoothness of the paint made from it, I stated in my report, that the sample of BRANDRAM'S GENUINE B. B. WHITE LEAD was an excellent product and that no finer white lead ever has been examined by me.

Very truly yours,

Glenn H. Pickard

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

EVEREADY
Octagon Head Diffused Light

EVEREADY *Diffused Light Type*

EVEREADY
Pocket Light

EVEREADY UNIT CELLS

The battery is the power house of the flashlight. It's easy to keep your flashlight always in working order with bright-burning, long-lived Eveready Unit Cells. They fit and improve all tubular flashlights.

Are You Getting Your Share of the Flashlight Business?

The increase in sales of Flashlights in the last few years is the best evidence that flashlights are a profitable line for the dealer to sell.

There are dealers in Canada, with comparatively small stores, who are turning over thousands of dollars in Flashlight and Flashlight Battery Sales every year. Why? Because Eveready Flashlights are the most convenient, dependable, and economical form of portable light made and the public—your customers—know it.

Eveready advertising has made every man, woman and child familiar with the Eveready Flashlight. The sturdy construction of Eveready Flashlights and the long life of Eveready Batteries bring safety and comfort wherever a light is needed for temporary use at night.

You should have a share of this profitable business. Write to us for details and prices—or ask your jobber's salesmen.

Canadian National Carbon Co., LIMITED

Montreal Toronto Winnipeg Vancouver

EVEREADY FLASHLIGHTS

—for Safety's Sake

SAMSON
NAIL HAMMERS

Samson Hammers are fine tools in every respect, and a real pleasure and pride to sell.

The heads are carefully shaped to give perfect balance and striking power. The pitch of the claws gives a fast and powerful draw. The handles are carefully flared at the grip which gives the hand a "just right" hold.

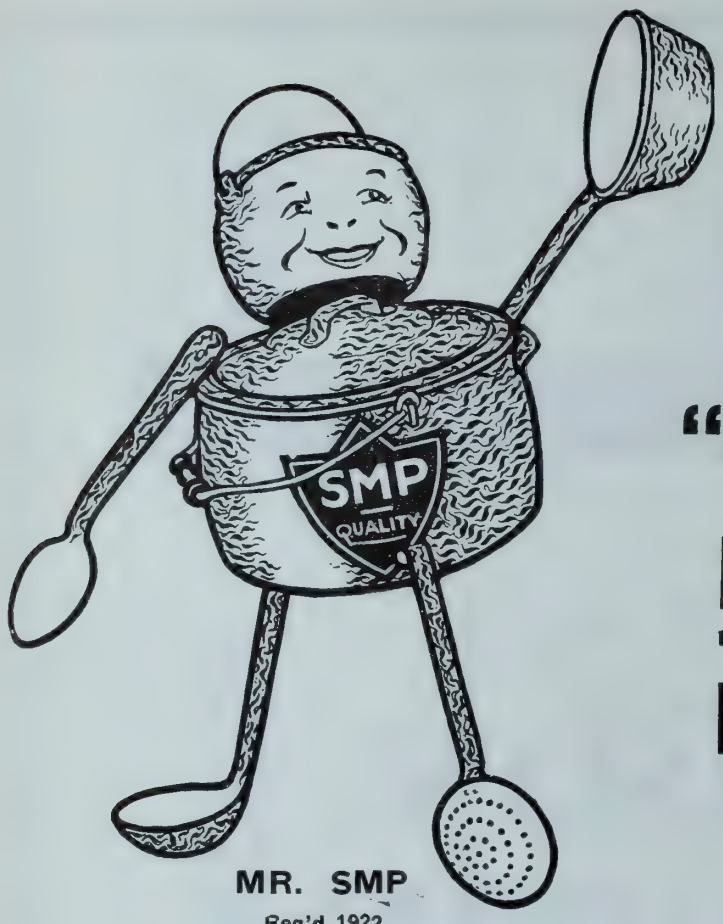
Fine in finish, perfect in balance, they will meet with instant approval.

HOWLAND'S SAMSON QUALITY H S HOWLAND SONS & CO TORONTO

H. S. Howland Sons & Co.
LIMITED
TORONTO

It's easy to order by mail from Howland's Bulletin

HOWLAND'S SAMSON QUALITY H S HOWLAND SONS & CO TORONTO



MR. SMP
Reg'd 1922

Mr. SMP *says*— "Shipments Made Promptly"

"When you want goods in a hurry shoot your order in to my headquarters. There'll be no delay. No fussing around and no back-chat. You'll get the goods as fast as speedy motor trucks and trains can carry them"!

"We've a reputation for fast shipping and you won't catch us falling down."

Business is rolling in. Indications for even better conditions are on every hand. But with our tremendous manufacturing facilities, and our six warehouses situated at such strategic points as Montreal, Toronto, Winnipeg, Edmonton, Calgary and Vancouver, we are in a position to live up to our contracts.

All orders received from our customers are treated as hurry-ups! Not a moment's time is lost in packing the goods and shipping.

The well-known SMP slogan "Shipments Made Promptly" really means something.

Order Diamond or Pearl Ware by mail to-day and be convinced.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

Jobbers! Here's your opportunity!

"TWEED"
GASOLINE OUTFITS

All-Pressure Tank

QUALITY HIGH

Square Lubricating Outfit

PRICES LOW

No. 101 Visible Curb Pump

Lubricating Pump and Tank

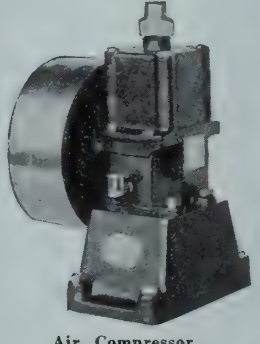
As a selling proposition, the "Tweed" line of Gasoline Outfits, Pumps, Lubricating Outfits, Welded Steel Tanks, Barrels and Trucks, etc., offers wonderful opportunities for the wide-awake jobber.

Every article is of the highest quality and fully guaranteed.

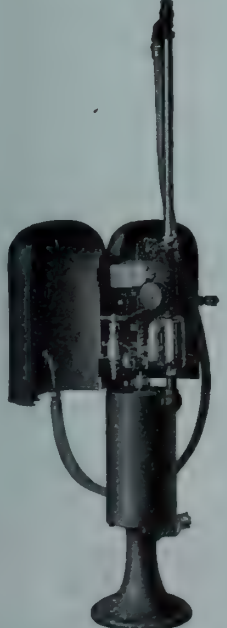
The prices are just right too.

We want representatives in every part of Canada to handle the "Tweed" line. What about your locality? The offer we have to make you is a most attractive one.

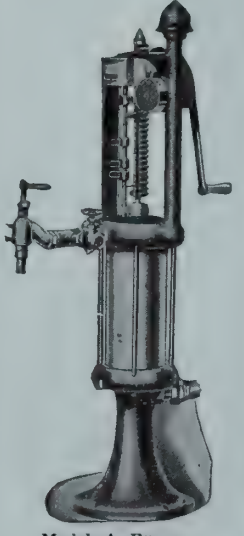
Send Immediately for Full Particulars



Air Compressor



102 Curb Pump



Model A Pump

THE STEEL TROUGH & MACHINE CO., LTD.
TWEED, ONT.,
CANADA

CANADA
FOUNDRIES & FORGINGS
LIMITED

Axe Prices Down
$6.00 Per Dozen

Remarkable Reductions Made in Smart 444 Brand Axes

The Smart People at Brockville announce a reduction of $6.00 per dozen in various lines of their 444 and other brands of their Axes. This drastic cut in the price was made for fall 1922. New selling prices represent cost in a large number of lines and this low price can only be maintained by large production.

The best advice that can be given to the trade at the present time is

Order Your Axes NOW

JAMES SMART PLANT
BROCKVILLE

St. John Montreal Toronto Winnipeg Vancouver

The Modern Paint Department Needs *Decorative Wall Burlap* To Make It Entirely Complete

You, Mr. Hardware Man, know full well that a department, if complete, quickly develops and yields you a profit. Thus, if your Paint Department contains a good showing of

DOMINION
Decorative Wall Burlaps

it will draw to it many painters, householders and others who want a reliable wall covering but who, unless its advantages are explained, will go elsewhere and purchase a substitute.

A stock of half a dozen rolls of burlap will cost you very little, but on your investment you can readily make a good profit.

Write us for price list and other particulars

Dominion Oilcloth & Linoleum Co. Limited
MONTREAL

MADE IN CANADA

MADE IN CANADA

WILLIAMS' SUPERIOR WRENCHES

Over 40 Standard Patterns in 1000 Sizes

J. H. WILLIAMS & CO., Limited,

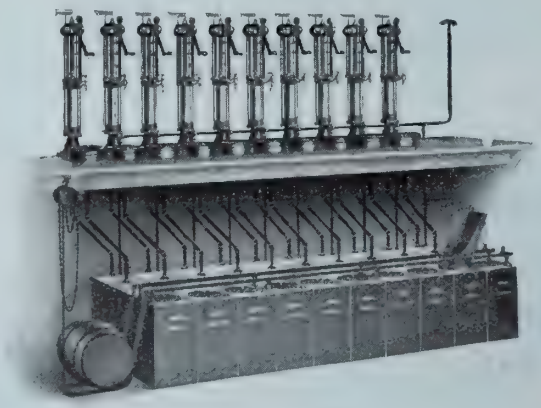
"The Wrench People"

30 Thorold Road, - - St. Catharines, Ontario.

Bowser Oil Handling Equipment Pays Dividends

You are interested in eliminating waste and increasing your profit on paint and lubricating oil. Oils cannot be handled economically by the old fashioned methods.

Bowser Oil Storage and Handling Equipment is the remedy. The all-metal, evaporation-proof Bowser Tanks prevent leakage and gumming. The Piston-Type Measuring Pump delivers exactly the amount required, eliminating spillage. This absolute prevention of waste means worth-while savings.



And the same features which make Bowser Equipment economical also keep oils *clean*.

Let us show you how Bowser Equipment will put your oil business on a better profit making basis.

Write for Illustrated Booklet C-16

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER CO., LTD.

1668 Fraser Avenue Toronto, Ontario

BOWSER ESTABLISHED 1885

PISTON-TYPE MEASURING PUMP

"I'm a 'Gutta Percha' Man, I am"

Said a hardware man to the salesman from a rival tire house. "I have had such an unbroken record of satisfaction to my customers for the last two years, with 'Gutta Percha' Tires that I would not change or take a chance on any other line."

That's the way to Talk Get a Good Line—and Stick

Hardware Dealers will be delighted with their Tire and Accessory Departments if they stock up with "Gutta Percha" Lines.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

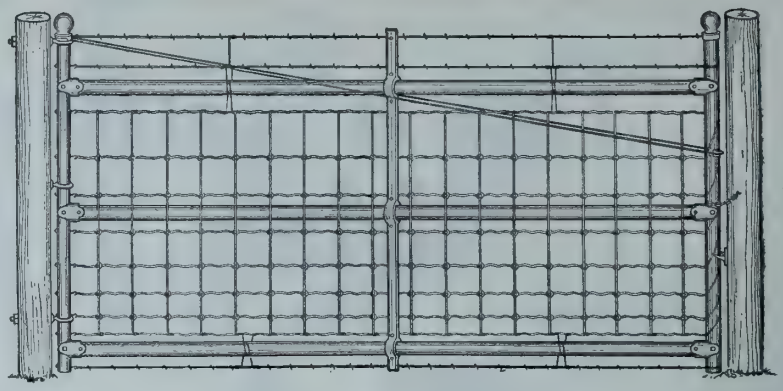
Branches in all Leading Canadian Cities

The Story "In a Nutshell" of Why

CLAY GATES

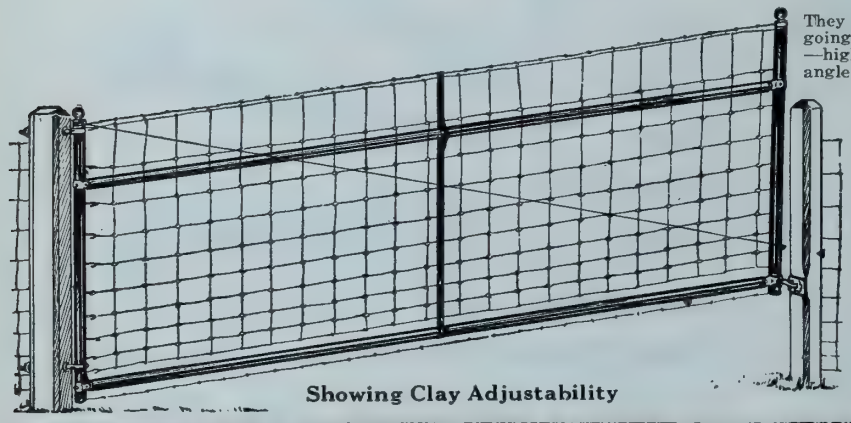
Meet Canadian Conditions so Effectively and Sell so Well

These gates please your stock and cattle customers because they are plain, common-sense gates—horse-high, bull-strong and pig-tight.



Clay Bull Gate

They have all the advantages of good construction. Without going into technical details, we point out that they are strong—high carbon steel tubing; malleable iron castings; two-piece angle iron center brace and heavy brace wire.



Showing Clay Adjustability

These gates are easily and instantly adjustable. They are durable, economical, and fully guaranteed. Before you forget it, write for our catalogue, which explains fully the many good features of these excellent gates.

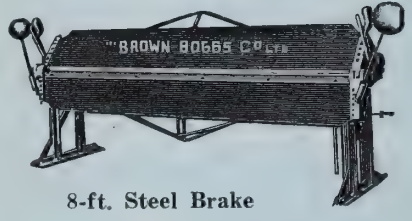
Canadian Metal Products
Limited

Guelph Canada

Forming Rolls

The Same Operation In Less Time

B B Co Ltd.



8-ft. Steel Brake

It is time now to make your plans for handling the peak load of furnace pipe repairs and new work that always comes to you in Spring.

Stove Pipe Folder

This seasonal business brings a concentrated load on the tinsmith shops. The shop able to accept and turn out the most work in this period makes the most money. That's the shop with Brown-Boggs Sheet Metal Working Tools. Which kind is your shop?

The Brown, Boggs Company, Limited

HAMILTON - CANADA

Manufacturers of

TINSMITHS' and HEAVY SHEET METAL WORKING MACHINERY,
CANNING and EVAPORATING MACHINERY

Circular Shear

SCREWS
WOOD & MACHINE SCREWS
For Every Requirement
Iron, Steel, Copper, Brass and Bronze. Finished bright, polished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.
THE STEEL COMPANY OF CANADA LIMITED
HAMILTON MONTREAL

New Tools You Should Know

MICROMETER CALIPER HEADS

Nos. 463 and 464

Starrett Micrometer Caliper Heads are designed to facilitate the taking of fine measurements in connection with tools or machines to which they are attachable. Recent additions to the Starrett line of these micrometer heads are No. 463, a half inch micrometer head graduated to thousandths of an inch, and No. 464 which is similar to No. 463 except that it is graduated for measurement by ten-thousandths of an inch. Both No. 463 and No. 464 Starrett micrometer caliper heads are furnished with or without the Starrett ratchet stop. Consult your copy of the new Starrett catalog No. 22 "MA", page 162, for full description and illustration of these new tools. If you haven't a copy of this catalog handy, write for it—and also ask for the Starrett booklet— "The Tools Mechanics Buy." Both books will be sent promptly on request.

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.

Sell Starrett Tools

Files wear out and must be replaced: they cannot be re-sharpened, like other tools.

By stocking one of the following five standard brands of files, therefore, the dealer has the assurance of steady profits without the effort of selling.

Ask your Jobber to supply you with one of the following five famous brands: he can always do so promptly because we maintain large reserves:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - - Ontario

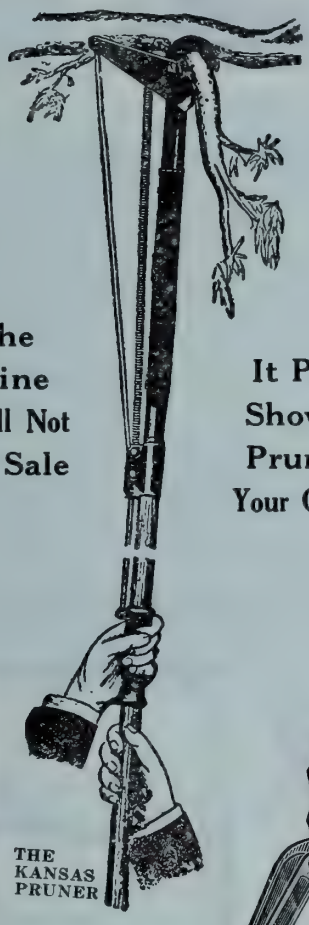
EACH SEASON BRINGS INCREASED DEMAND

Insist on T. F. Pruners and You Have the Best

HAPPY THOUGHT
Length of Handle
6' to 16'

DETROIT
Length of Handle
6' to 16'

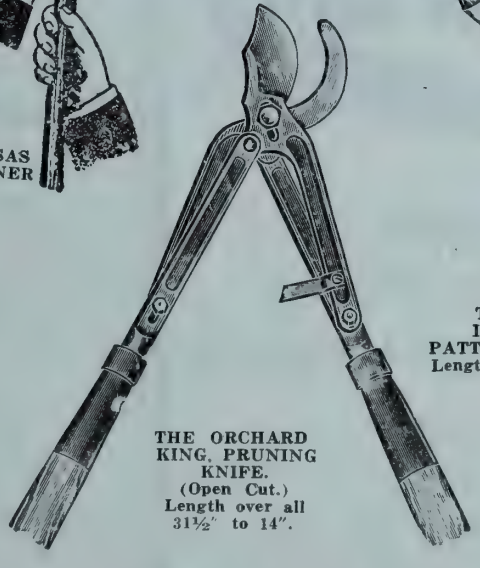
Get the Full Line and You'll Not Miss a Sale



THE KANSAS PRUNER

It Pays to Show Tree Pruners to Your Customers

ORCHARD KING
(Closed Cut)



THE ORCHARD KING, PRUNING KNIFE.
(Open Cut.)
Length over all
31½" to 14".

TAYLOR'S IMPROVED PATTERN PRUNER
Length of Handle 8'

WOODYAT TREE PRUNER
(6' to 12')

Write For Prices

Stock Up Now

TAYLOR-FORBES COMPANY
LIMITED

Head Office and Works

GUELPH, ONT.

TORONTO MONTREAL VANCOUVER

QUEBEC, ST. JOHN, HALIFAX, WINNIPEG, REGINA, CALGARY

Better Business Is Coming

Be Wise In Time

LIGHTNING GEM BLIZZARD

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high-class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U.S.A.

STAR Hack Saws

People Are Buying More Carefully

There's plenty of buying going on, but it's very careful buying, compared with the way goods went over the counter a few years back. The customer wants 100 per cent. value for every dollar he spends.

It's up to the dealer to be equally careful in selecting his stock. It's no time to keep a long string of idle brands, with slim demand behind them, on your shelves.

When it comes to hack saws, you can play safe by pinning your faith on Star Blades. The leadership enjoyed by Star Saws for 38 years makes them the logical brand to push.

Star Saws are now sold direct from the factory at Middletown, New York, where they have always been manufactured.

Now Sold by
CLEMSON BROS. INC.
MIDDLETOWN, N.Y.
Makers Since 1883

Canadian Office & Warehouse:
304 Imperial Office Building,
Hamilton, Ontario.

MENDETS
A PATENT PATCH

are Selling Rapidly

It will therefore be profitable for you to arrange a display of this popular seller.

All that is necessary is to give **Mendets** a prominent place in your window or on your counter: the sales from it will be rapid.

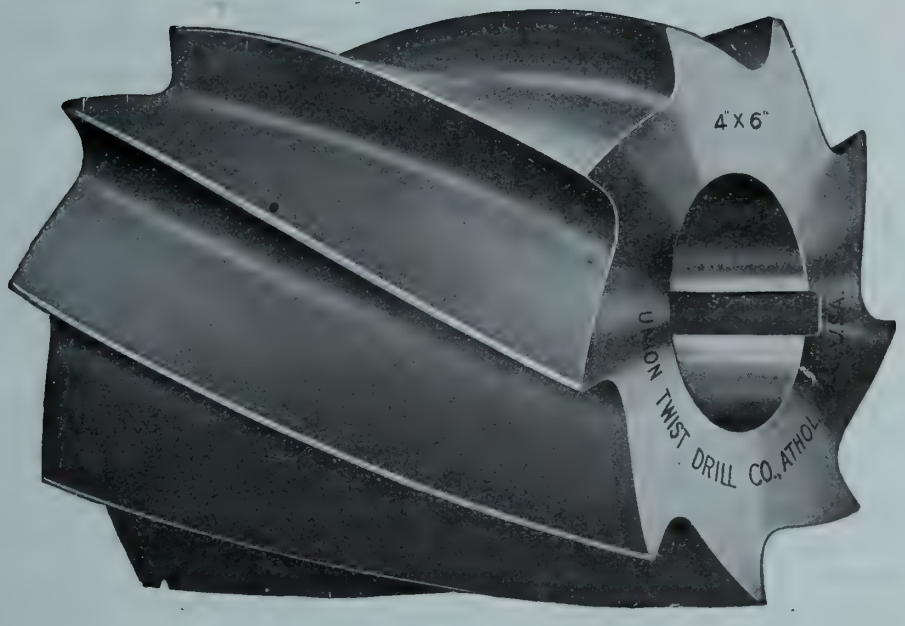
Recommend it highly for mending pots, pans, rubber goods, etc.

Collette Mfg. Company

Collingwood, Ontario

Your Jobber has them

BUTTERFIELD



Tools That Reduce Selling Cost

Butterfield tools are time-tested and proved. They are an accepted standard which you can sell to mechanical men anywhere without losing time in argument. Time lost while persuading customers that a line of tools is as good as Butterfields' is costly for the merchant. The quick, clean-cut sales made when Butterfields are offered are a saving in the cost-per-minute of all your store expense—the rent, light, taxes, depreciation, clerk hire, etc. You are quickly freed to make other sales.

Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr., Anderson, & Co., Malmo; Spain, Caslamitjana, Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785 Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

Butterfield & Co. Division

Union Twist Drill Co.

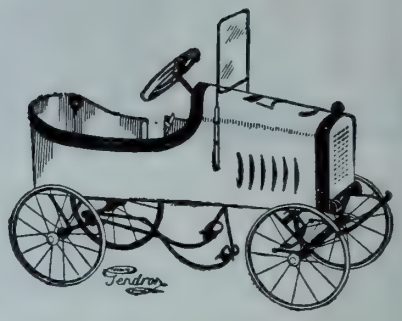
Rock Island, Quebec

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE
contains full line



THE GENDRON MFG. CO LTD. Toronto, Canada

Birkett's for Service

By service to the retail hardware merchant we mean real, genuine, helpful co-operation.

We look on our customers as friends, from the day they first come to us with business. From your first interview with the Birkett salesmen to the moment you receive and unpack the goods, Birkett's consider themselves completely at your service, with the whole organization endeavoring to make your order a success. More than that, we stand ready at all times to assist you with any merchandising problem in which our experience and knowledge of the hardware trade can help.

You can confidently think of Birkett and Service together.

Thos. Birkett & Son Co.,

LIMITED

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.

Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

Black Diamond for Cutting

When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

Hanson's

Profitable Suggestions

Hanson's Refrigerators have long since passed the experimental stage. They are now accepted as the acme of refrigeration production in Canada, and are being sold from coast to coast in the Dominion, and are winning recognition in foreign markets.

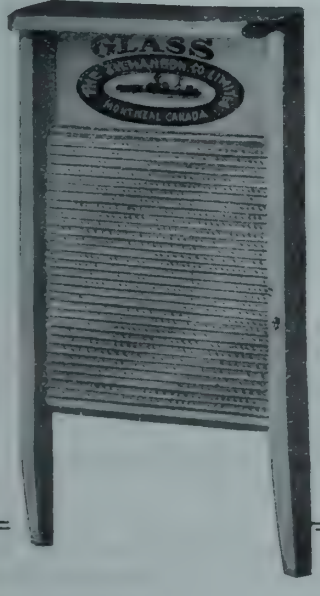
This splendid record has been founded on the actual merit of the materials and workmanship, which are features of every refrigerator leaving our factory.

There is absolutely no essential lacking which should be found in a modern refrigerator. The No. 207 Style shown is a one-piece, porcelain-lined, oak case; merely a sample of a line of refrigerators in interesting variety.

Hanson's Dominion Spring Clothes Pins are the kind that stay on the line.

The "Standard" and "Glass" Brands of Washboards are up to the Hanson Standard in every way; strong, durable, and will not warp, split, splinter or fall apart.

We make a varied line of woodenware and invite inquiries at any time for special designs. Write today for quotations.



The J. H. Hanson Company

Limited

Montreal

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

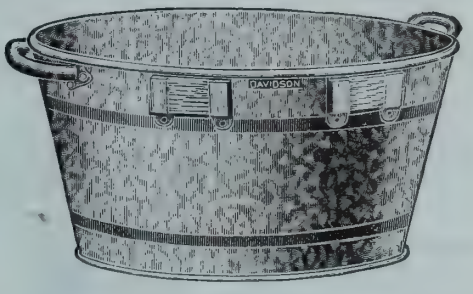
We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

IN STOCK AT MONTREAL.

Galvanized Pails and Wash Tubs

We want to draw your attention to the quality of these Davidson Pails and Wash-tubs. The special hot process in which they are galvanized ensures superiority and a durability which are the outstanding characteristics of these lines. All seams are thoroughly well filled to avoid moisture collection.

Wash-tubs are fitted with wringer attachment and strong handles and can be had in four different sizes.



The pails are of a strong, serviceable weight and can be absolutely relied upon for all ordinary purposes.

The Davidson trade mark denotes quality

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal Established 1860

Branches: Toronto Winnipeg Calgary Vancouver

DAVIDSON

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy

Stack Heater

The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

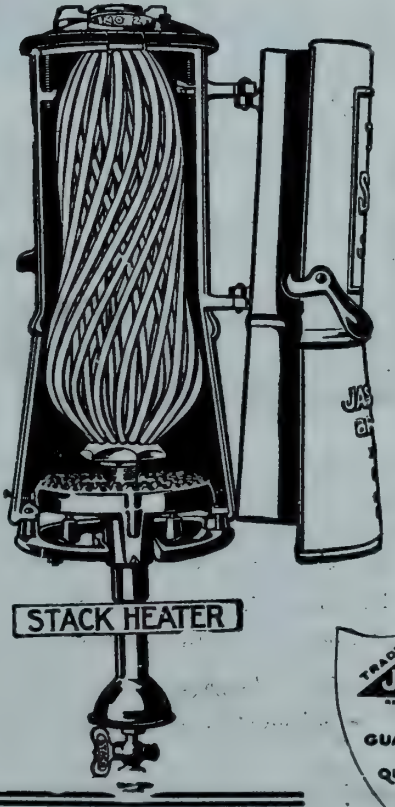
Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.

Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide Street West, Toronto, Ontario



TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

"MONITOR"

Coal Oil Brazing Lamp

Stoves, Blow Lamps and Furnaces

Very strongly made of Polished Brass. An efficient and powerful Lamp for Brazing, and similar operations on a big scale. Burner of improved type, giving a clean, blue flame covering a large surface. Portable and easily handled, can be used in any position with safety. Burns coal oil, 30% hotter and much cleaner than gasoline, can be used for pre-heating for oxy-welding.

British Manufacture.

The Standard Meter Company, Limited

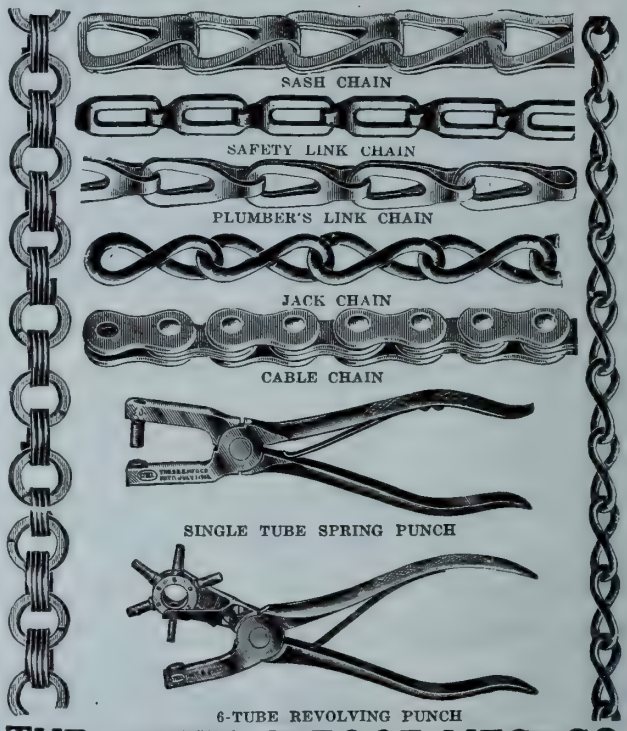
TORONTO, CANADA

AGENTS:

Manitoba and West:
Frederic Sara & Co.,
Calgary, Alta.

Ontario and East:
A. G. & A. L. Brown & Co.,
207 St. James St.
Montreal, Que.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

Bridgeport, Conn.

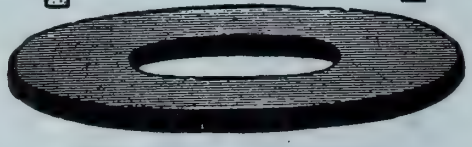
"ORIGINATORS OF SASH CHAIN"

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

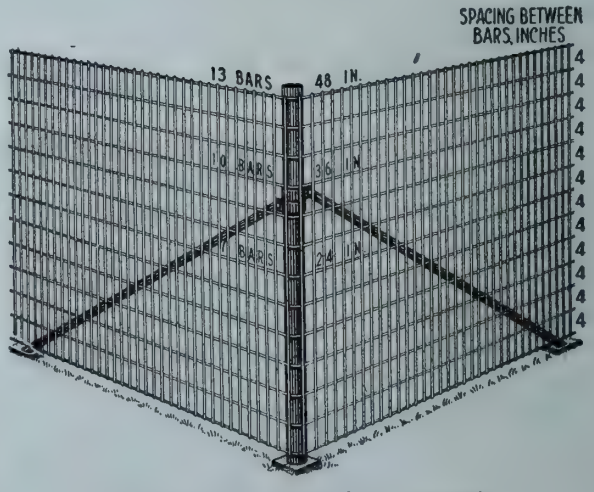
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Everybody Needs FENCE



Keep this Kind in Stock
Electric Weld Steel Wire Fence

We believe this is the best wire fence that is on the market. Our prices ought to interest you. We make and sell FENCE of all descriptions. Write for prices. Get ready for spring orders.

A. R. LUNDY

257 King St., West, Toronto

Ask for

THE OLD RELIABLE

BLACK **DIAMOND**

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED
82 McGill St., MONTREAL

Laidlaw's Wire Boys

Their Chat No. 18

What He Found Out About Bale-Ties.

1. "You remember I told you some time ago, W. N., about losing that bale-tie order. You remember what I predicted too. Well, it came true, with the result that I got the account back this week and I don't think I will have any more difficulty. When it comes to needing a bale-tie that will stand the strain then Laidlaw products come in strong as winners. That's what my customer found out."

Laidlaw Bale Tie Co. Ltd.
Hamilton - - Canada

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

MAKING BAR IRON

Wrought Iron is Worked Iron, therefore the more the Iron is worked, the better the quality

LONDON BAR IRON

is worked thoroughly with **one object** in view

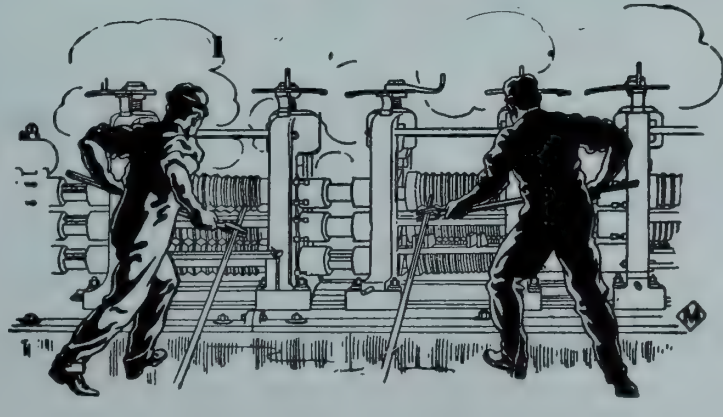
The Quality the Consumer Requires

Drop us a line for full particulars and prices

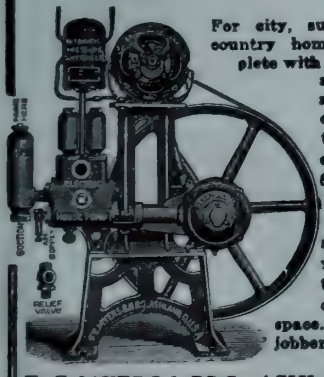
Western Canada: **Bissett & Webb, Winnipeg**

LONDON ROLLING MILL CO., Ltd.

LONDON, CANADA



MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

300° MORE HEAT

C & L Double Needle Torches have wonderful generating power and will burn gasoline or kerosene. The Burners last longer than any other make because the needles have blunt points which overcome sixty per cent. of all burner troubles caused by the old style sharp pointed needle. No. 208 is qt., No. 210, pint and No. 206, two qt. size. Jobbers supply at factory prices. Send for catalogue.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave.,
DETROIT, Mich., U. S. A.

No. 206 Torch—List Price each—$32.00. Ask for Discount.

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.
Regina, Sask. Peterboro, Ont.
Established 1870

Maple Leaf Stitched Cotton Belting
Longer Life

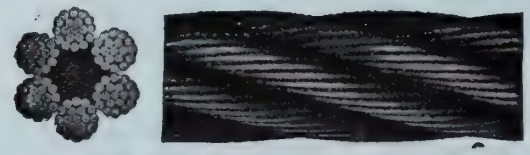
Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

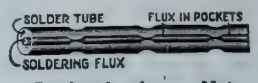
Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

KESTER ACID CORE WIRE SOLDER

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.
4225 Wrightwood Ave., Chicago, U.S.A.

JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Stepladder Stool

STRATFORD
Ladders and Stepladder Stools

Spring time! painting time! ladder time! If you rent ladders to your paint-buying customers we have some extension ladders that are just what you want!

The illustration shows our Stepladder Stool that is ever increasing in popularity with housewives. Just the thing to sit up to the kitchen table, the kitchen cabinet, or pantry sink, and instantly available as a ladder to reach high shelves, clean windows, etc.

We also manufacture Step and Extension Ladders, Ironing and Bake Boards, Folding Chairs and Tables, Clothes Bars and Summer Furniture.

Write for Catalogue D.

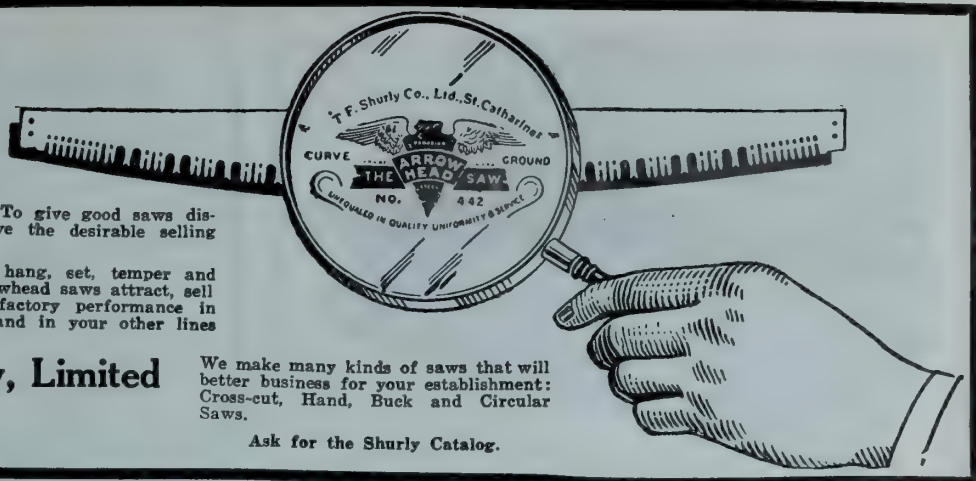
The Stratford Manufacturing Co., Ltd.
STRATFORD, ONTARIO

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

SPRING MAKING MACHINES

Torsion Spring Forms made on our

TORSION SPRING WINDING MCH.

Ask for Bulletin No. 270

Sleeper Hartley, Inc.

WORCESTER, MASS.

K—T Clothes Line Pulleys or Well Wheels

Roller Bearings and a positive rope guide make them good sellers. They are lighter, and stronger, and don't squeak. We also make K-T Cobbler Sets, Coal Chutes, Clean Out Doors, Well Wheels, Window Weights, Horse Weights and Builders' Castings.

The Katie Foundry

Galt Ontario

White Mop Wringers

Quick Turnover - Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada.**

White Mop Wringer Co.
OF CANADA
Factory: Paris, Ont.
Office: Fultonville, N. Y.

Keystone Reversible Ratchet

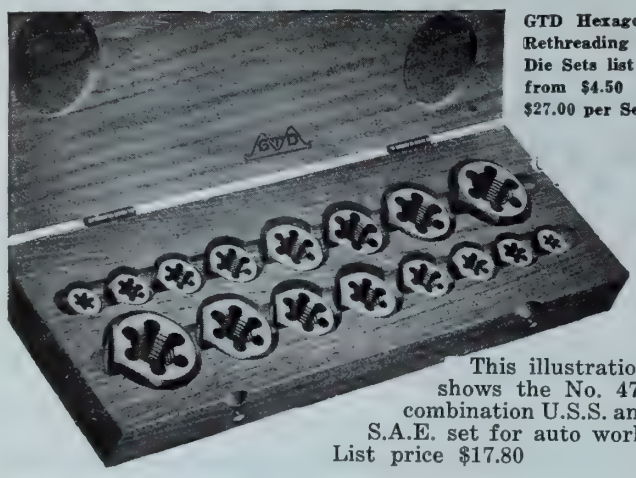
Combination No. 200

A Proven Record For Good Sales

This handy combination is well made of first-class materials. It consists of ratchet for taper shank, twist drills, sleeve for square shank drills, and short boiler socket for square shank drills. The sockets are interchangeable. The working parts are all enclosed, preventing dust and grit from clogging the mechanism.

If your jobber cannot supply the demand, write us.

The Keystone Mfg. Company,
Postal Station "B" Buffalo, N. Y.



GTD Hexagon Rethreading Die Sets list from $4.50 to $27.00 per Set.

This illustration shows the No. 473 combination U.S.S. and S.A.E. set for auto work. List price $17.80

Sell These to Reclaim Old Bolts, Studs, and Screws

Mechanics need tools to **clean up** crossed, bruised, stripped and caked threads on bolts, rods, screws, studs, etc.

This outfit appeals to the repairman, amateur and professional alike. They "fit" in the farm repair shop, and are a find for the auto mechanic.

"They will go anywhere a nut will go." We have circulars and catalogs which will give you complete information on the uses and prices of these sets. Write now, using the coupon, and get the details, including **your price.**

Remember the

REG. U.S. PAT. OFF. GTD

Trademark

It guarantees the quality of these tools. Don't take a chance on imitation.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

U.S. Factory:
Greenfield Tap and Die Corp.
Greenfield, Mass.

GTD Corporation, Ltd., Galt, Ontario.
Send your circular on "Hex" Dies and give me dealers' prices.

Name .....
Firm .....
City..... State..... HM.2

Walter Woods Limited.

Paper Pie Plates

Hamilton and Winnipeg

Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

HOLLOW CABLE
CLOTHES LINE WIRE

Western Wire & Nail Co.
London, Ontario

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Go After Spring Business With Toronto Pumps

There'll be pump business in your district this Spring. Get it—and make it profitable — with Toronto Pumps.

The Toronto Pump line is **complete.** You can meet every pumping need at a **reasonable** price. And remember—Toronto Pumps have been on the market for over 35 years. Every one has the Toronto reputation and guarantee behind it.

We've a specially attractive proposition regarding Toronto Pumps this year.

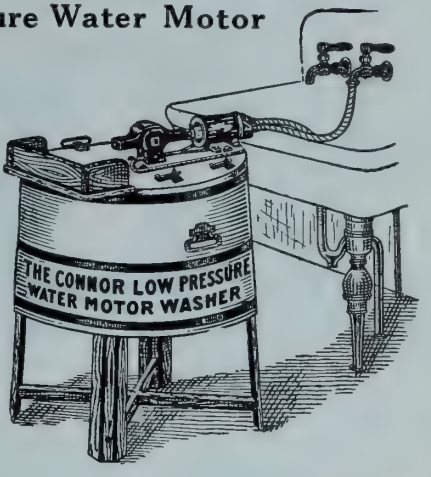
Learn about it in time for a profitable spring business by writing us at once.

Ontario Wind Engine and Pump Co. Limited
ATLANTIC AVE., TORONTO
Montreal Winnipeg
Regina Calgary

ONTARIO WIND ENGINE & PUMP CO. LIMITED
TORONTO PUMPS

CONNOR'S

Low Pressure Water Motor



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They give your customers satisfaction and increase your sales of washing machines. Let us send you sample to try out.

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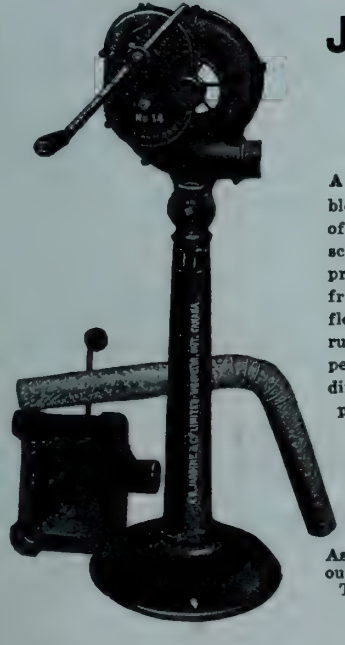

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A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co.
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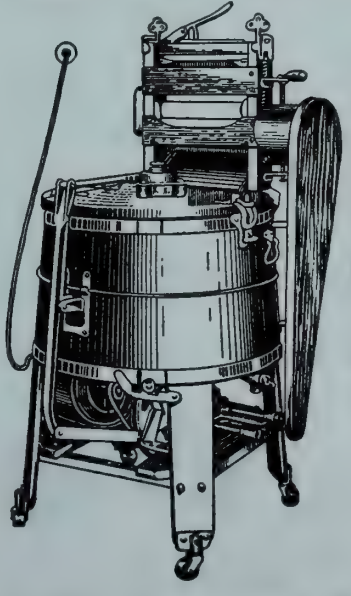
This is a high grade Electric Washer that you can retail at a price that no better machines cost you wholesale. It is the machine with the price that sells.

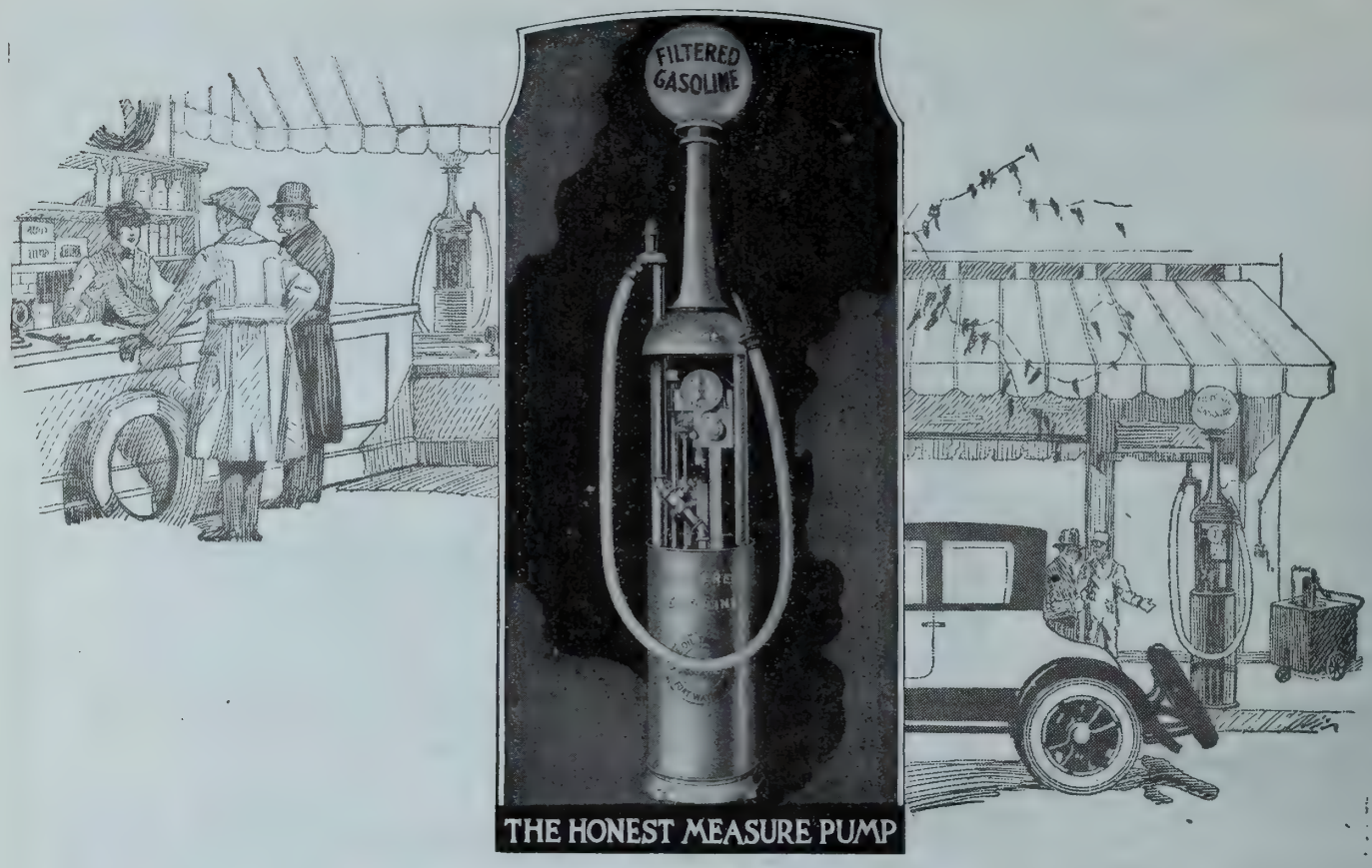


There is nothing cheap about it except the price.

The gearing is all machine cut.

All pulley and gears bored true on a lathe. It runs smooth and practically noiseless.

J. H. Connor & Son Ltd.
Manufacturers OTTAWA



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—with no more selling cost

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Install a Wayne Honest Measure Gasoline Pump at the curb in front of your store, and add gasoline to the line of merchandise which you sell.

The space for the pump is there on your sidewalk. You and your present salesmen can serve the automobile trade without a bit of trouble. Your sales increase by the volume of gasoline business you do; your selling cost remains the same.

But that is not all. A Wayne Pump in front of your store will sell other things besides gasoline for you. It will give you a chance to sell automobile accessories and hardware to motorists who stop for gasoline.

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Won't you let us tell you more about this way of increasing your business? Send us your name and let us give you full particulars. Ask for Bulletins 276-HM 280-HM and 302-HM.

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV. FEBRUARY 25, 1922 No. 8

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The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.
Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

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B. C. Culley, Associate Editor.
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UNITED STATES—New York, L. H. Meyer, Room 1606, St. James Building 1133 Broadway (corne r26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV FEBRUARY 25, 1922 No. 8

U. F. O. Buy Binder Twine From Ireland

Binder Twine Requirements for 1922 Purchased From Belfast Firm—Prices Established After Canadian Producers Name Prices For This Year—To be Marketed Under Names of U.F.O. and Belfast Rope Works—In 550, 600 and 650 ft. Lengths

THE HARDWARE trade and other distributors of binder twine will have a slightly different condition to face this year, owing to the fact that the U.F.O. will supply Belfast binder twine to Canadian farmer members of the organization. The order, it is believed, has been placed on a rather unusual basis, whereby the Irish manufacturer will supply twine at a lower price (at present unnamed) than the prices to be named later by U. S. and Canadian producers.

2,000-Ton Order Said to be Placed

The United Farmers of Ontario have negotiated for this season's requirements of binder twine, with the Belfast Rope Works of Belfast, Ireland. This is not the first time that Irish binder twine has been secured by this organization for distribution among its farmer clientele throughout the province, for in 1914 and 1915 this product was on sale in this country through the U. F. O. Subsequently the requirements were met by U. S. and Canadian firms, but again this year this organization has turned to Ireland for its supply. Hardware and Metal understands that orders have been placed with the Belfast Rope Works for 2,000 tons of binder twine, of which about 500 tons are now said to be on the way to this country.

Discussing the subject with Messrs. Clemes and Saunders, general manager and buyer respectively of the U. F. O., Hardware and Metal was advised that this organization had no complaint to register against the quality or service of the Canadian firms which had supplied their requirements in recent years, and that the decision to return to the Irish source of supply was simply because of certain price advantages offered.

"It is purely a commercial proposition and a question of where one can buy best, having in mind both prices and quality," said Mr. Saunders. As to the quality of the Irish product, Mr. Saunders stated the makers guarantee this twine to be 100 per cent. pure manila.

On this subject Mr. Clemes, general manager, stated that the Irish twine was satisfactory in quality and that the reason for purchasing it this year was due to advantageous price considerations. Binder twine enters the country duty free, and there is some advantage in exchange between Canada and Ireland. The price of the Irish twine has not yet been established.

Price Not Yet Named

"Our prices will not be known until the American and Canadian producers have established their prices for this year, and then, of course, we are protected," said Mr. Clemes.

Hardware and Metal understands that this "protection" means a margin of anything up to one cent per pound as compared with Canadian prices. As yet neither the U. F. O. nor the Belfast Rope Works know what the price on this binder twine will be, and this condition will continue until American and Canadian producers have named prices for this season.

Three Grades

"The Irish twine will be marketed by the U. F. O. in Ontario this year in three grades, namely, 550 ft., 600 ft. and 650 ft. This is following out the same plan adopted some years ago in selling this product in Ontario," said Mr. Clemes, in response to an enquiry to settle a report to the effect that this twine would be sold only in the 600 ft. length during the forthcoming season.

Both Names on Label

"Will the twine be marketed under the brand name of the United Farmers of Ontario or under the name of the maker in Ireland?" asked Hardware and Metal.

"We will follow the same plan as formerly adopted and the likelihood is that the names of both the U.F.O. and the name of the Belfast Rope Works will appear on the labels," replied Mr. Clemes.

The question of marking the labels has not been definitely decided upon, but according to Mr. Clemes, the foregoing plan is the one most likely to be followed.

Can Sell Others

There have been reports to the effect that the United Farmers of Ontario endeavored to get their brothers in the Province of Quebec to join them in the purchase of this twine. Replying to an enquiry from Hardware and Metal on this point, Mr. Clemes stated:

"The U.F.O. has taken up pretty well the whole current output of the Belfast company and we are in position to supply others farmers' organizations who may desire to purchase this twine."

This is taken to mean that while other farmers' organizations in Canada have not joined in the purchasing of supplies direct from Ireland, the U.F.O. have contracted for sufficiently large quantities to be in position to re-sell to any similar organizations in other parts of the country which might be interested.

Value of Order

Last year's prices on binder twine in Canada were as follows: 550 ft., 18 3-4c.; 600 ft., 20 1-4c.; 650 ft. 21 1-4c. An allowance was made of 1-4c. on orders over 20,000 lbs. On this basis the average price of the three grades, as now purchased by the U.F.O. from Ireland, would be approximately 19 3-4c. per lb. If the same quantity of each of the three grades is purchased, the value of the 2,000 ton order, as reported, would be $790,000. The actual value will, of course, be governed by the amount of the various grades by the extent of the margin of protection given the U.F.O. as com-

(Continued on page 52)

Want Brushes as First Class Freight

Brush Manufacturers From Various Parts of Canada Object to Movement to Raise Brushes to First Class Freight Schedule—U. S. Railroads Differentiate Between Bristle and Fibre Brushes—Very Little Stock Carried Over

SOME additional attention has been attracted to the freight rate classification of brushes, in view of the movement now under way to elevate brushes in general to first-class freight. This suggested revision is based upon certain scales in operation on U. S. railroads, which differentiate between bristle and fibre brushes.

In discussing the proposed changes, E. C. Boeckh, President of the Boeckh Co., Toronto, stated that the matter was receiving the attention of brush manufacturers in Canada as a body, and action was being contemplated with the object of opposing such a revision. It was pointed out that brush manufacturers in shipping to various large distributing points throughout the country absorbed such freight charges in their costs, and any increase in this direction resulting through placing brushes in a higher freight classification, would merely be added to the distributors' expense.

Distinguish Between Bristle and Fibre

The suggested revision in brush transportation costs would place in effect a distinction between bristle and fibre types, which becomes a matter of direct importance when brush manufacturers in this country make both these lines. Were this phase of the industry carried on under different branches, the application of the suggested new freight rulings, according to Mr. Boeckh, would not be so complicated. Under present circumstances, however, it is hard to classify between shipments of bristle or fibre brushes for these products are frequently shipped out together.

The recent easier levels effective on the rate of brushes in car load lots has very little, if any bearing on the freight cost situation, as it was stated that brushes shipped in such quantities are not a very frequent occurrence.

Effect On Prices

Just how any revision in the freight classification would affect prices, is described as difficult to gauge at present, owing to the cost being borne by the manufacturers coupled with the fact that the increased ratio of cost on each particular brush or line of brushes would be of an infinitely small character. Just at present, the bristle market is stated to be firm, with production costs showing very little change from the levels in effect last summer when price reductions on brushes were announced.

"Wages for labor in the brush industry," stated E. C. Boeckh, "did not soar during recent years to the unreasonable levels which have been recorded in other phases of manufacture, and for that reason, reductions cannot be made to the same extent. In making the price lowerings announced in 1921, all cost factors were taken into consideration at replacement values. The various contributing elements in production have since shown no change, and it is therefore difficult to see how further price changes can be considered."

It was pointed out by Mr. Boeckh that existing circumstances placed the brush industry on a basis of primary market conditions plus the various additional costs. The raw material markets are maintaining moderate levels which became effective last year. Freight rates remain unchanged; labor is still, of course, a little higher than in pre-war days, while taxes and various other "overhead" costs are considerably higher.

Satisfactory Trade

"The volume of business in the brush trade, up to the present, has shown indications of a satisfactory season." Mr. Boeckh further stated that the size and number of orders compared very favorably with the amount of business done at this time last year. With improved prospects for painting of all kinds, coupled with the evident signs of renewed building activity on almost every hand, such factors indicated a brisk future in the brush industry in general.

Dealers' stocks throughout the country are mainly low, with very little carryover from last year's stock. This fact is further supported by the earlier demands for brush requirements this year, when compared with previous seasons. The increased interest on the part of the merchant towards stimulating brush sales in general, is considered another factor in restoring a better tone to existing trade conditions.

Tinsmiths Don't Need to Be Alarmed

Protection Will Continue to be Offered by Retail Merchants Ass'n of Canada—No Action Expected by Government Pending Appeal Case Before Supreme Court

By Special Ottawa Representative of Hardware and Metal

THERE will be no occasion for tinsmiths to become alarmed if the Government renews its attempts to place them in the category of manufacturers and insist on the payment of the three per cent. sales tax, as a result of the recent judgment handed down in Ottawa, in the case of the confectioners, which is believed to have placed various lines of trade at the mercy of the federal tax collectors.

Protection is being, and will continue to be offered by the Retail Merchants' Association of Canada, the executive officers of which are watching developments closely.

As a matter of fact, Hardware and Metal's Ottawa representative has it on pretty good authority that no action will be taken by the Government, pending the appeal of the confectioners' case, which is to be heard in the Supreme Court of Canada some time during March. While there is no definite understanding between the government and the R. M. A. as to the course to be followed by the government after a decision in this case has been handed down, officers of the association express themselves as confident that the ruling will be made to apply to all retail merchants, who are selling direct to the consumers.

R. M. A. Will Take Matter Up

Communications have been sent out from the head office of the Retail Merchants' Association in Ottawa to the various provincial secretaries advising them that if any actions are started by the government against any retail merchant, including tinsmiths, word is to be sent at once to the secretary of the Dominion Board who will proceed at once either to have the action delayed, or to fight it.

The confectioners' case referred to is one in which the government succeeded in establishing that an Ottawa dealer who manufactured candy for sale over the counter, was a manufacturer, and therefore came under the provisions of the Act which assesses a straight three per cent. tax on sales by manufacturers to retailers and consumers.

Justice Audette, who was the author of the judgment in the confectioners' case, not so very long ago rendered judgment in a similar action by the

Continued on page 30

Personal Touch Counts in Retailing

Bennet Brothers of Montreal Find Customers Should be Met Socially—Personal Interest in Customers Both Inside and Outside Store—Much Attention Paid to the Buying End—Trade Paper Information Very Valuable For Markets and Tendencies. Getting a Line on Articles Which Will Carry Greatest Appeal—Offers to Get Any Article Not in Stock "In Half an Hour."

Following out the belief that a wide range of goods attracts a greater number of prospects than one confined to a few lines, Bennet Bros., Montreal, arrange displays showing groups of articles. Thus it will be seen that in one of these windows there is a wide range of household goods including electrical heaters, lamps, irons, percolators, bread boxes, trays, cutlery, manicure sets, carpet sweepers. In the other window are grouped games, skates, sleighs and other sporting goods lines.

BENNET Brothers of 371 St. Antoine St., Montreal, have been happily located in a retail hardware store at the above address since 1913. Happily located because, as Mr. Bennet said to Hardware and Metal, "we have had the pleasure of seeing our business grow each year, with the exception of 1921, figures just now on hand showing 1921 about equal to 1920."

However, this firm is not very much concerned over the apparent falling off in business last year, according to the total cash turnover showing, because with decreased values they are convinced that a favorable amount of merchandise passed out and last year can therefore also go down on record as one of increase. It is felt that if methods which have been adopted in the past are continued, the firm will continue to enjoy an increasing trade, and a satisfied and growing list of customers."

Retailing is Buying as Well as Selling

The elements of success, as pronounced by Mr. Bennet, are contained in both the buying and selling, the former holding as much importance as the latter. Retail merchandising is purely buying and selling. The merchant may sell his wares, and plenty of them, but not to advantage if these same goods are not bought right. This end of the business requires attention to-day if it ever did, and about the best means of safeguarding, according to this merchant, is to become even better acquainted with the trade paper. Watching the actual price changes, and further, the market tendencies of the various lines or specified articles is all important, especially in times such as we are now passing through. Gleaning market information was also brought to advantage in the time of the rising market in the years just past, and actual money was made in their purchases.

Lines That Appeal Most

With the merchandise bought and placed on the shelves, the selling end of the business has different feature methods in the Bennet store. First, they plan, as much as possible, to buy hardware that is well advertised. These advertised goods have the strongest appeal, and by linking up with the national advertiser, considerable advantage is gained. The advertising done by the manufacturer may as well be taken advantage of, Mr. Bennet argues, and all the selling helps supplied to the retailer may as well be used to advantage.

Quality, too, must be in the article or goods that would be recommended or "pushed." To be specific; a carpenter asks for a pair of calipers at 75 cents a pair. The cheapest carried in stock is $1.25 per pair, made by a manufacturer who advertises in a national way, tools of highest quality. It is then pointed out that the value of the higher priced article is much greater, and with few exceptions the customer purchases.

"We buy hand saws of fine quality in 6 dozen lots, and in this way we get our name imprinted. There is no cost to us and we may as well enjoy the value of the advertising," said Mr. Bennet.

To get the goodwill of the people with whom you would do business, or rather whose trade you would develop and eventually secure, you must take a personal interest in just those people, according to Mr. Bennet. One illustration of this is that when a skilled mechanic comes to the store to buy, a real interest is not taken in the sale, but a closer contact is sought by asking him questions; getting to know his place of employment, how many other mechanics are employed at the same place, what they are doing, and so on. This is done in a way that will give no offence and through cultivating these fellows a real connecting link is forged, which holds or rather binds this customer to the store. By getting in touch with their customers, finding out the class of goods they prefer, gradually building up confidence, the turn comes to sell the needs of the community with goods that can be fully recommended, and on which a legitimate margin of profit can be secured. Of course this requires the attendance of both brothers in the store as much as possible, and Mr. Bennet stated that both he and his brother are behind the counter whenever possible.

Considering the personal touch in business about the most important in retailing, the idea is not terminated in the store. It must be carried further, and meeting their customers, or prospective customers, socially in the evenings or on other public occasions is done whenever convenient. As a result some of the large companies in the neighborhood are regular customers. "We make use of all acquaintances, from the child up, and from this we are convinced we have been able to secure a nice business from government offices, box manufacturers, makers of foodstuffs, and others," continued Mr. Bennet.

All this, therefore, to the credit of

the "get acquainted" plan which promises even better things in the days ahead.

"We'll Get It in Half an Hour"

It is an advantage, of course, to be located near the wholesale houses. Realizing this, this store aims to carry a variety that will afford their customers a good selection, but they safely guard against overstocking. A few of each line, is considered sufficient to carry in stock and so, with some items, the firm may be temporarily out of an article that is wanted. "We'll get it in half an hour," is a phrase that is used on such occasions. Then, sending the delivery rig for it at the wholesale, it may be delivered to the party, at the store, the house, or on a given job within the appointed time. This is prompt enough to satisfy most customers, and even if there is an isolated case of a lost sale, the same occasion might have to be met with a larger stock on the shelves.

Keeping Posted

As has been mentioned, successful selling is greatly assisted by a close survey of markets and market tendencies. The Bennets have profited through the application of this simple, but vitally important duty. Furthermore, while reading the trade paper for such information, there are many items of interest of real value, which, if not usable to-day, may be of value if used to-morrow or next month, or next summer perhaps. "We cut these out and paste in a book for ready reference," commented Mr. Bennet.

An instance was recalled last season, when white lead in oil was reduced in price. The store unfortunately had quite a large stock on hand when the trade papers in their editorials predicted lower lead prices. An effort was immediately put forth to unload, and both brothers made a personal call on their contractor and painter customers, selling the entire stock before the lower prices appeared. They made little or no money on the deal, but were prepared for the new supply that was bought after the reduction. A fair deal was also accorded the customers, as the price the lead was sold at was equally as low as they could afford to supply from the newer stock

Plan to Extend

A new store front was placed in the Bennet store a few years ago, this being of a rather unique nature. The main building is set a little back from the thoroughfare, thus the windows although quite visible to the passerby, did not compel the attention desired. By bringing the front to the sidewalk edge blocks on each side, because of its extension from the other buildings in the block. This also afforded more room on the inside, but it is again found that more room will have to be found to take care of the increasing business. Therefore expansion will be made through the back door—the back wall of the store to be more explicit. This will be taken down and advantage taken of the lot, which will soon be partly closed and added to the store.

The Broken Knife

The following poem, provided Hardware and Metal by Merchant's Hardware Specialties Ltd., Calgary, Alta., has been used by a number of retailers with good effect in dealing with customers who wish a knife replaced. The poem is displayed in the show cases and other prominent places closely associated with the knife display:—

I scented trouble from the way
Bill Jones stormed in the store that day.
The paint brush whiskers on his chin,
But half concealed a fiendish grin.
He had within his open hand
A pocket knife of our best brand,
And showed with a contemptuous snort,
Where both blades had been broken short.
"How did you do it, Bill?" said I:
He grinned but did not bat an eye
But was well primed and answered quick,
"Just cuttin' on a soft pine stick!"

I grinned myself, I did b'jing
To hear that old familiar thing
That I had heard in every hardware store
A hundred times a year or more.
I handed out another knife,
As you've done all your business life
To fellows who could tell a lie
And look you squarely in the eye.
Next day a buyer held me up,
A rich man, but an ornery pup,
With penknife gapped just like a saw—
And I was mad, but held my jaw.
I asked, "How did you gap it, Dick?"
He answered, "On a soft pine stick."

I cleared my throat, I choked, I spat
And said, "I'm sorry to hear that."
I was—but why he'll never know
Until he gets where all liars go,
And meets the million there with Dick,
Lost whittling on a soft pine stick.
One rainy, dismal, windy day,
When April gazed on nearing May,
I found the jewel of his race—
A boy with freckled, sun-kissed face
And honest eyes, but sheepish look,
Who grinned and from his pocket took
A broken, saw-toothed, once-was knife.
I groaned and joy went out of life.
"My boy," I said, "Now say it quick,
You broke this on a soft pine stick."

"No, sir," he said as my heart sank,
"I broke it prying on a plank."
With joy I threw my arms apart
And hugged the rascal to my heart.
"My boy," I cried, "you've saved my life.
Here take this pearl, four-bladed knife."
"But wait," I said, "just wait until
I wrap it in a twenty bill!"
Life had some wonders yet to show
And I'll confess I didn't know
A boy or man of any rank
Could break a knife upon a plank.
The only way to do the trick
I thought was on a soft pine stick.

WHAT BENNET BROS. SAY IN THEIR ADS.

"Keep cool. Buy an electric fan. We handle all lines of electrical goods and have competent men for all kinds of electrical wiring."

"Sugar may sweeten the family's disposition, but hardware holds the home together. We will be pleased to quote on your requirements for your home.

"Swing into line with the spirit of spring and do your painting and cleaning now. We have a full line of things you need: paints, wall finishes, brushes, and everything to make things look better and brighter.

"Brighten up. We can supply all your needs for Clean Up Week. Call up—for prompt delivery. A few lines you need this week--paints, varnishes, brushes, step ladders, garden tools, rubber hose, chicken netting, screens, etc."

TINSMITHS DON'T NEED TO BE ALARMED

Continued from page 28

government against a certain Ottawa tailor, who because of the fact that he assembled clothing for direct sale to the consumer, was looked upon by the customs and excise authorities as a manufacturer; but the decision was different in that case. And therein lies hope for the tinsmith, whose mode of doing business is almost identical with that of the tailor. Referring to the first case, Mr. Justice Audette, in his recent judgment said:

"As a prelude to the consideration of the present controversy it is well to state that the present case is distinguishable and must be distinguished from the Pedric case—a case recently recited by me and cited at bar—for the obvious reasons that the facts are materially different and further that the law has since been amended and changed."

In spite of the above, the members of the Dominion Board Retail Merchants' Association of Canada, are uneasy, and are anxious to secure a ruling that will settle once and for all the question as to who is and who is not a manufacturer. In the meantime, however, the merchants have been busy making representations to the government which may yet result in having the Act more clearly worded—worded in such a manner as to leave no room for dispute as to its exact intent and purpose.

Equipment Important in Tool Selling

Montreal Hardware Firms Prove Value of Special Store Equipment in Sale of Various Lines of Tools—Tools and Builders' Hardware Work in Well Together—Trade Multiplies From Year to Year

THE FIRM OF J. & P. Davignon, Montreal, the tool department of which is illustrated herewith, finds that a separate department for tools with special equipment provided, is an effective means of dealing with this line. The success which has attended the linking up of window displays of tools with the tool department itself in this store is probably due in large part to the fact that the management has worked to bring the tool department within easy reach of the customers passing the store. Special glass fronted compartments are provided for hatchets, hammers, saws, levels, etc. At the rear is a series of small drawers for various lines of tools—samples affixed to the front of each drawer. The arrangement enables the salesmen to constantly change displays thus maintaining the customers' interests.

There are 348 pockets for screws in this department. This plan has eliminated pilfering and places the stock within easy reach of the store salesmen.

The windows are also an important feature in this store in connection with tool selling. The store manager says that 50 per cent. of the sales of tools are directly responsible to the window displays. A definite increase in sales in the tool department is said to be at once noticed when a window display is devoted to this line.

This merchant, along with others, has found that the market for tools is ever widening. Educational work pointing out how much more effectively certain work around the home can be done with the employment of proper tools, has brought splendid results in this store. Housewives, property owners and others have joined the mechanic in demanding the right tool for the various needs which arise from time to time.

Located in an outlying district of the City of Montreal, the Madison Hardware Inc., has met with big results in their tools and builders' hardware department. This firm has a good opportunity of securing the hardware end of the industry because they are located near the scene of action, and are usually able to get in touch with the builder or contractor before the building is actually commenced.

The store display is prominently carried at the front, a silent salesman and a wall case being occupied by some lines, while the many small articles are boxed at the front of the boxed shelving, with a sample on the front. Builders' hardware occupies one side of the store and extends well over half way to the rear. When first opened this store did not feature this department, but it was more or less scattered among the other hardware. The possibilities of growth were soon realized, however, and a special effort was put forth in this direction. In the process the stock was placed in a separate department, always neatly arranged, and in full view on entering the front door.

Other stores throughout the province that work to extend trade from both ends of the building industry have been featured in Hardware and Metal from time to time, and the aforementioned are only a few that specialize in these departments. Tools and builders' hardware are undoubtedly two of the chief lines carried in any hardware store, but it would seem that where every effort is put forth to bring them to the forefront, increased sales are resulting from year to year.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, FEBRUARY 25, 1922

Little Solace For Tinsmiths

TINSMITHS throughout Canada hardly know where they are at in regard to their status for taxation purposes, due to the many contradictory rulings and judgments handed out by those who should be authorities on the subject. Another turn has been taken in the case but the position of the tinsmith is not yet clearly stated. The Ottawa representative of Hardware and Metal reports that on good authority, no action will likely be taken by the government to force tinsmiths to collect and return three per cent. sales tax as manufacturers pending the appeal of the confectioners' case which will be heard in March in the Supreme Court. Naturally there are many technical differences between the business of the tinsmith and the tailor and confectioner, and it is surprising that it has only now been discovered that the decision in either one or the two latter classes of business, does not apply to tinsmiths.

Impeding Readjustment

WHILE MOST of us in various lines of business in Canada are beginning to imagine that liquidation has proceeded a considerable distance and conditions should be somewhere near a normal basis, it is quite evident that the readjustment process has not gone as far as it must in certain directions, and it is the branches of industry in which its progress has been blocked that are now holding up the whole program. The story is told of a miner who recently was paid $793 for a month's work in the U. S. coal mines. This was sufficient to enable him to purchase an automobile and despite the fact that there are only eight miles of good roadway in the district, he laid off work for the next month and spent his time traversing this limited road in the automobile.

Those same miners are the ones who are contemplating striking on April 1. With such conditions existing in an industry which is so important to every other branch of business, it is quite apparent that this is a severe impediment to lower operating costs on railways. It is figured approximately that coal costs the railways one quarter of what the labor costs. Labor costs are high, but coal has gone proportionately much higher and one has considerable bearing on the other. With high freight rates and a consequent shortage of tonnage, employes are on short time and it is hard to reduce the rate of pay to a man who may be getting only sufficient employment to provide him with a living wage. Lower freight rates can come only after a drop in operating costs including the two big items of labor and coal. If proper readjustment is carried out in the coal mining industry, freight rates may be lowered sufficiently to attract enough business to enable the railways to lower the proportionate labor cost.

There is no question of the need for lower freight rates to assist a return of normal business. A woodenware manufacturer states to Hardware and Metal that the freight on a carload of lumber from B. C. was within fifty dollars of the value of the shipment. Already there are signs at Ottawa of steps to go fully into the question of freight rates and nothing will give greater stimulus to business than a thorough airing of the situation and a revision on an equitable basis. Freight costs are an important factor in establishing prices on hardware lines.

A Creditable Stand

THE NEW president of the Ontario Retail Hardware Association, George E. May, of Toronto, is to be congratulated on the firm stand taken in his initial address (last week's issue) in the closing hours of the convention, on the question of disorderly conduct of certain members who attend the convention annually. Fortunately those members guilty of misdemeanor are very few and there should, therefore, be little difficulty stamping out that conduct which, the President states, brings disgrace upon the whole organization. Conventions are for educational purposes, and for the encouragement of a clean social intercourse. Conditions have changed greatly in the last few years, and increasing competition of highly efficient factors in business, make it necessary for the retailer to be a student of the science of business. With few exceptions the merchants realize this, and the interest taken in the convention of last week fully indicated the desire for improvement. There is no room at a convention of live hardware merchants for the ones who do not seek such improvement.

A NUMBER of hardware merchants who have taken it for granted that automobile accessories are not a line to be sold profitably through their trade, admitted that they were agreeably surprised with reports presented to the convention of the Ontario Retail Hardware Association, wherein it was shown that hardware merchants in many cases were outstripping the garage and other local competition in the sale of auto accessories and tires.

GROUP selling is one of the solutions of the retailers' problem of stimulating business. The merchant might well look over his stock with a view to grouping lines which will carry more or less of a combined appeal to customers, and to mention such lines when the customer asks for any one of the group. It is surprising the increase which can be made in the total volume of trade by making such timely suggestions, and the customer frequently will be pleased with the suggestion in saving return trips to the store.

THE RECENT higher prices on linseed oil are said to be due to two principal developments, firstly an increasing trade and secondly a considerable shortage in the Argentine crop of flax seed which has necessitated U. S. crushers to turn their attention toward Canada as a source of supply for seed. Canadian warehouses have already felt the effect of this call for seed and the reported arrangements for one million bushels of Canadian seed will mean a substantial drain on stocks held in Canada. The Fordney Emergency Tariff, applied by the U. S. recently as protection against Canadian agricultural products will now, in time of necessity, prove to be an unwelcome burden to the U. S. crusher.

Eighty Per Cent. of Gasoline Used in Canada Is Product of Canadian Refineries

Gravity Has Been Entirely Discarded in Measuring Efficiency of Gasoline—150 Million Gallons of Gasoline Consumed in Canada Last Year

Written for Hardware and Metal by R. H. SPURR, Ass't Manager Imperial Oil, Ltd., Toronto

THE GASOLINE situation is a subject that interests directly or indirectly nearly every person in Canada. The motor car is no longer a luxury, but has reached a point where it has become a common utility.

There is possibly no commodity which is so little understood as gasoline and its usage. During the war gasoline represented anything which could be burned in an internal combustion engine. From varying grades of straight run petroleum gasoline to a mixture of straight run with compressed gas, benzol or alcohol. Due to this condition arising during the war, the United States Government found it imperative to determine the most efficient and economical material to use in their various Departments, and after exhaustive tests by chemists and engineers, they finally agreed that the most efficient fuel was a straight distilled mineral gasoline, or what is known as a straight run gas with a low initial boiling or vaporization point, and a relatively low final or endpoint. This fuel was found, from practical experiment, to give a maximum of power with a minimum of mechanical trouble. Due to the ability of the fuel, because of its characteristics, to be applicable for the production of mechanical effect when the instantaneous explosion occurs on an internal combustion engine.

You will notice that the United States Government has entirely discarded gravity as a determining factor in arriving at a measure of efficiency of gasoline. Why? Because it means nothing—what we want to know to-day is at what temperature the product will begin to vaporize.

Between 80 and 85% of the gasoline used in Canada during 1921 was the product of Canadian refiners, following the specifications as set by the United States Government as a standard of quality. We, therefore, in Canada, are using a highly efficient gasoline, it having a low initial boiling point, making starting easy in cold weather, and with its consistent chain of boiling points gives quick but smooth acceleration and abundant power.

What this industry means to Canada and Canadian labor, you will immediately grasp when you take into consideration that last year about 150,000,000 gallons of gasoline were consumed in this country.

Increased Production of Iron and Steel

Necessity Buying Now Becoming Evident—Railroads Purchasing Cars and Track Material—Pig Iron Advance May Not Be Maintained

INCREASED pig iron and steel making is the outstanding factor of the week. It is response to necessity buying and the railroad purchases of cars and track material of the past month, says the Iron Age.

The Steel Corporation is operating at better than 50 per cent., but business accumulated by the independents has shortened the gap between their scale of operations and that of the corporation. The average of independent makers is over 40 per cent. and the February production rate promises to exceed measurably the January output, which in steel was 46½ per cent. of capacity.

An unexpected development was a well-defined effort to stabilize pig iron prices. Against doubts that advances can be held is the actual blowing in of at least five more blast furnaces, with two others scheduled to go on the active list before the end of the week.

It remains that rolling mills are yet unable to bring up order books to a point necessitating deferred shipments, and buyers, sure of deliveries, continue to cover merely for needs. Present activity represents orders taken at a sacrifice to establish backlogs and price weakness has not yet disappeared. A firmer attitude on new inquiries is, however, more general.

Railroad car business is still encouraging. The demand for bridge and building construction is indicated by fresh projects involving 22,000 tons and the awards aggregating 14,000 tons. January's business in fabricated structural steel, 72,100 tons, was at a rate of 40 per cent. of the country's capacity and is barely 13 per cent. under the January average for 10 years.

A few sales of various grades of pig iron have been made in the Chicago district on a basis of $20, an advance of $2 over recent quotations, but doubt is expressed that this advance can be maintained.

The broadening market has brought increasing business from the automobile and the agricultural implement trade. Better export trade is indicated by participation of private buyers as distinguished from the recent large part taken by Government agencies.

Twenty Years Ago

Following items are reproduced from Hardware and Metal of February 22, 1902:—

"The death is announced of James Ferrier who was born in Montreal in 1823 and was therefore over 78 years of age. He commenced business in partnership with the late Mr. Bryson as wholesale and retail hardware merchants under the name of Bryson & Ferrier on June 1, 1844. Many well known names in the hardware world received their business training in this firm. James Crathern entered their employ at this time and later commenced the business now so well known throughout Canada of Crathern & Caverhill. Mr. Ferrier was associated with Mr. Mooney in partnership in the business since incorporated under the name The Canada Horse Nail Co. He was also one of the original shareholders of the Hamilton Powder Co."

* * *

"John A. Pillow, president of the Pillow & Hersey Mfg. Co., Montreal, is dead. He was born in Montreal and thirty years ago succeeded to the rolling mills business of T. D. Bigelow & Co. and formed partnership with Randolph Hersey."

* * *

"H. R. Manders & Co., is the style of a new retail firm opening in Owen Sound. Mr. Manders has been in Winnipeg during the past five years prior to which he was with Butcher Bros., Owen Sound."

* * *

"Gurney-Tilden Co. of Hamilton are opening a western branch in British Columbia. J. H. Tilden has secured suitable premises in Vancouver. C. A. Godfrey will be placed in charge."

* * *

"Hamilton retail merchants held a meeting to perfect the organization of a Hamilton branch of the Retail Merchants Association of Canada. J. Kirkpatrick was chairman and about 175 were present. The first officers elected were as follows: President, A. Ballantyne; first vice-president, H. Arland; second vice-president, R. A. Robertson; secretary, G. S. Klein; treasurer, J. Ronan. A hardware section was formed."

* * *

"On the eve of his departure for a position with the China Mutual Insurance Co., Shanghai, China, W. P. Millar was visited by a delegation from the James Smart Mfg. Co., of Brockville, and presented with a complimentary address and a handsome cabinet of silver. Mr. Millar was for several years manager of the stove and furnace department. The address was read by J. H. A. Briggs, vice-president, and was signed by Mr. Briggs, Alex. Foxton, W. K. Nicholson, A. E. Foxton."

* * *

"Cyrus A. Birge, president of the Canada Screw Co., Hamilton, was married on Wednesday in Wingham to Miss Vanstone, the ceremony was performed by Rev. Dr. Perie."

* * *

"J. H. Ashdown Hardware Co., is preparing to enlarge the wholesale warehouse on Bannatyne Ave., Winnipeg."

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Marshall Wells Co. Reported Negotiating For Wood, Vallance & Leggatt In B. C.

Important Addition to Marshall Wells Co. if Deal, Said to Be Pending, is Consummated—Hamilton Officials Say Change Will Not Affect Hamilton or Winnipeg Branches

VANCOUVER, B. C.—The reported negotiations and probable sale of the Wood, Vallance & Leggatt interests in Vancouver to the Marshall Wells, interests of Duluth, is the main item of interest in hardware circles on the coast this week. While no authoritative statement could be issued by the principals of either firm here, it is known that conferences have been held and officials say that the deal will probably go through. About a year ago when Marshall Wells Co. established their local distributing warehouse, the American firm made overtures to McLennan & Freely Co., but an agreement could not be reached on finances.

If the deal is consummated, the American firm will, it is stated, assume control of the big local plant at the end of the month. A stock of nearly a million dollars is involved in the deal and if real estate is included, this figure will probably reach $1,250,000.

About fifteen years ago Wood, Vallance Co. came to the coast from Hamilton and established a business here, which has steadily grown in volume. They started by buying out the retail business of Thomas Dunn & Co., later disposing of the retail end, confining their operations to the wholesale distributing trade. W. G. Mackenzie is the general manager and M. H. Leggatt, the secretary-treasurer.

G. Elson is the manager of Marshall, Wells Co. here.

Hardware Change Said To be Pending in B. C.

Hardware and Metal was in touch with Wood, Alexander & James, Hamilton, Ont., and while officials would not confirm the reported sale having been made, stated that any negotiations which might be going on would have no effect on the Hamilton or Winnipeg branches of the company and that a statement might be forthcoming in a few days.

Marshall Wells Co., Winnipeg, have been extending greatly during recent years and, as outlined in Hardware and Metal some time ago, bought out Merrick-Anderson Co., wholesale hardware firm of Winnipeg. Rumors have also been going around on a number of occasions that the Marshall Wells Co. were contemplating opening a branch in Ontario, but officials interviewed from time to time by Hardware and Metal have expressed the opinion that this was unlikely. It is known however, that at least one of the chief officials of the Marshall Wells Co. is interested in a number of manufacturing concerns in Ontario and that there would be possibilities of the Marshall Wells Co. extending operations into Eastern Canada at some later date.

WESTERN CANADA NOTES

Vernon, B. C.—At the annual meeting of the local branch of the Retail Merchants' Association last week, J. Vallance of the Vernon Hardware Co., was appointed president for 1922.

Vancouver, B. C.—T. H. Latimer, Main Street retail hardwareman, is around again after his recent encounter with thugs in his store. At a meeting of the Central Ratepayers' Executive of Point Grey, this week, he was appointed president for the coming year.

Kamloops, B. C.—T. J. Wilcox of the Wilcox-Hall Hardware Co. of this city, was a delegate to the conference of interior branches of the Retail Merchants' Association at Vernon last week, when it was decided to form a district taking in all branches in the Okanagan. Mr. Wilcox gave an interesting paper on "The Necessity for Better Regulation of Credits."

Vancouver, B. C.—Major J. C. Thorne, sales manager of the Canada Western Cordage Co., has just returned from a business trip to the prairies as far east as Regina. On his trip he reports considerable business in binder twine and other products of the factory at New Westminster, to be shipped to Edmonton, Calgary, Swift Current and Medicine Hat. This company is composed entirely of returned veterans and secured financial assistance to the extent of $100,000 from the provincial department of industries.

Cumberland, B. C.—The local hardware firm of Hargreaves & Smith is reported to be selling out to K. Nakanishi, a Japanese.

Vancouver, B. C.—R. A. Ogilvie, of 713 Dominion Bldg., has been appointed representative of E. T. Wright Co., Hamilton, Ont., for B. C. This also includes the Wentworth Mfg. Co., manufacturing "Wellworth" aluminum ware.

Edson, Alta.—The Edson Hardware has greatly enlarged their store. A large section of former living rooms, has been added to the store. This section, is to be used for wall paper and crockery.

C. C. Craig Co., Ltd., Winnipeg, have been appointed western representatives for the Pike Mfg. Co., of Pike, New Hampshire, manufacturers of Washita stones, bench stones, oil stones, razor strops and razor hones.

H. H. Pigott, credit manager of the J. H. Ashdown Hardware Co., Ltd., Winnipeg, sustained a fracture to his shoulder when he fell heavily on his left side, near the corner of Rorie and Bannatyne Sts. Latest information states that Mr. Pigott is doing well.

Vancouver, B. C.—J. Burnett, representing the Andrews Wire Co. of Watford, Cassidy-Fairbanks of Chicago and the Wire Goods Co. Worcester, Mass., made the rounds of the trade this week. He reports prairie conditions not as good as on his last trip, due to good stocks on hand, but says that he found business good under the existing conditions.

HARDWARE MERCHANTS VISIT AUTOMOTIVE SHOW

Winnipeg.—Among the hardware merchants visiting the Automotive Equipment Show, were the following:—Markett & Montgomery, Grenfell, Sask.; Bell & Clark, Weyburn, Sask.; Gilmore & Marsh, Fort Frances, Ont.; J. L. Les Clubine, Morden, Man.; J. B. Curran, (Brandon Hardware Co.), Brandon, Man.; George Whitfield, Morden, Man.; Stanley Coulter, Woodnorth, Man.; Hamilton & Warren, Crandall, Man.; R. L. Stevenson, Langruth, Man.; J. Kennedy, Langruth, Man.; E. Deaust, Gravelbourg, Sask.; Peter Williams, Gladstone, Man.; Ed. Grey, Aylesbury, Sask.; Alex. McDonaugh, Russell, Man.; J. R. Thompson, Wellwood, Man.; D. W. J. Hopper, Arcola, Sask.; W. Bowers, North Battleford, Sask.; E. Gray, Aylesbury, Sask.; E. Chesney, Qu'Appelle, Sask.; A. M. Nairn, Wapella, Sask.; J. Funk, Herbert, Sask.

Much Buying at Auto Equipment Show

Western Automotive Equipment Association to be Formed Among Those Handling Auto Accessories, etc., in Retail Way—Great Success Attends 2nd Annual Exhibit of Automotive Equipment in Winnipeg—Many Dealers Present

View of the second annual exhibit of automotive equipment in the Board of Trade Building, Winnipeg, under the auspices of the Western Canada Automotive Equipment Association. A large range of automobile accessories were displayed and evoked much interest from the 1,600 dealers who visited the show. Considerable buying was reported by many exhibitors.

WINNIPEG.—The second annual exhibit of automotive equipment was held in the Board of Trade Building, Winnipeg, Man., under the auspices of the Western Canada Automotive Equipment Association, of which E. W. Hamilton is the president. The show was formally opened by Alderman Douglas who represented the Mayor of Winnipeg. Continuous music was furnished afternoon and evening.

The Board of Trade Building was decorated in gold and purple and the decoration scheme was carried through the individual exhibits which numbered about 100. Many U. S. manufacturers of automotive equipment were represented.

It is estimated that about 1,600 dealers visited the show and many orders were left by them. One exhibitor reported 67 sales to dealers during the week.

Between 10.00 a. m. and 12.00 noon the show was closed to the public but was open to dealers. This gave the dealers in automotive equipment a chance to transact their business without being interrupted. The public were admitted from 12.00 noon to 10.00 p. m. daily.

Messrs. A. W. Sherman and N. H. Oliver representing the Automotive Equipment Association, addressed approximately 300 dealers in convention. 2000 feet of motion picture film was shown entitled "Ask 'em to buy," cards were distributed at the meeting to the dealers present asking for their opinion as regards the formation of an Automotive Equipment Association for those who handled goods of this kind in a retail way. The consensus of opinion registered was strongly in favor of such an association and it is the intention of those interested to get this matter under way at an early date.

On Thursday evening the Western Canada Automotive Equipment Association entertained the dealers at a modern mardi-gras, dance and supper, which was held at the Royal Alexandra Hotel. Approximately 2,200 people attended. That the entertainment was novel and interesting fact evinced by one dealer, who said that he "had the time of his life." The "Ask 'em to buy" band, composed of the executive members of the association was one of the features of the evening's entertainment.

It is the intention of the association to hold their third exhibition of automotive equipment during February of 1923, and from the experience gained during the past two years an even more splendid exhibition will be put on and it is hoped that every dealer in western Canada will attend.

FRANK MENZIES GETS THE CREDIT

Hardware and Metal is advised by T. S. Tait & Son, Campbellford, Ont., that to Frank Menzies, head of the retail staff of this firm, goes the credit in connection with the entry in the 1921 Christmas Window Contest, which won fourth prize in places under 5,000.

APPOINT REPRESENTATIVES

Campbell & Fowler, Ltd., St. John, N.B., announce they have appointed F. G. Maxwell & Co., Winnipeg, to represent them in the Western Provinces; T. Mortimer & Co., Toronto, for Ontario and Quebec, and James R. Harris in Halifax. This company manufacture Campbell edge tools and axes.

Events in the Trade

BUSINESS CHANGES

Terrebonne, Que.— Josephat Allaire, hardware, has sold to J. B. Gauthier.

FIRE LOSS

Owen Sound.—Empire Stove and Furnace Co., suffered fire loss.

NEW FIRMS

Newmarket, Ont.—N. F. Bennett has commenced business with an up-to-date store and stock at Newmarket, Ont.

Hamilton, Ont.—Thompson Hardware has commenced business with a first-class store and stock at 695 Barton St., E.

OBITUARY

The death is announced of John Stephens, at the age of 71, Superintendent of Works at the Swansea plant of the Steel Co., of Canada. He was a prominent figure in the production end of the bolt industry, and had been associated with the Steel Co., for some fifty years.

At Thetford Mines, Que., the death occurred of Hon. George Robert Smith, member of the Legislative Council, Victoria District. Mr. Smith was vice-president and general manager of Bell Asbestos Company at Thetford Mines and vice-president and general manager of the Asbestos Manufacturing Company of Montreal.

INCORPORATION

Moncton, N. S.—Home Mixed Fertilizers, Ltd., is the name of a company with head offices in Hartland, incorporated to manufacture compound and deal in all manner of fertilizers and their ingredients. The capital is $9,5000.

PERSONAL

Percy B. Chown, hardware merchant, Kingston, Ont., has been nominated for the Council of the Board of Trade.

A. J. Mann, Halifax, N. S., and J. H. Evans, Moncton, N.B., are attending a sales conference of the Glidden Co., in Montreal this week.

Frank Reardon, Jr., vice-president, F. Reardon, Ltd., Halifax, is visiting Montreal, Hamilton and Paris, Ont. calling on the manufacturers they represent in the Maritime Provinces.

A. F. Benford, Ontario representative Brandram-Henderson Ltd., desires to thank the trade for the many expressions of condolence which he has received since the recent sudden death of his wife.

W. S. McLennan, general sales-manager, Brandram-Henderson, Ltd., has returned to the office, after being confined to his home through illness for the past week.

W. Hanna Junr, of Hanna & Co., Port Carling; T. F. Donnell, Keswick; R. Hawkins, Smiths Falls; Mr. Flintoff, of Flintoff & Sons, Oshawa and Mr. Barton, of Barton and Fisher, Port Arthur, were among the Ontario merchants who visited Toronto, and called upon H. S. Howland & Sons Co., this week.

TO PURCHASE HARDWARE

Ottawa, Ont.—Ottawa Improvement Commission, Castle Bldg., plan purchase of hardware. Alex. Stuart, Engineer.

CONTRACTS SECURED

Windsor, Ont.—Baxter Hardware Co., Chatham St. E., have plumbing and heating contracts for residence costing $14,000 for Jno. J. and Robert G. Baxter, 844 Ouelette Avenue.

COMMENCE WHOLESALE ELECTRICAL SUPPLY BUSINESS

B. Caplan & Son, 220 Queen Street East Toronto, are commencing business as wholesale dealers in electrical supplies in connection with the retail hardware business now conducted. Business will be solicited with both hardware and electrical merchants.

NUMBER OF MOTORCYLES IN CANADA

The registration of motorcycles in various Provinces of Canada for 1921 reveals the fact that there are approximately 10,000 motorcycles in actual operation in the Dominion. Figures compiled from motor vehicle license statistics show that the official number of motorcycles registered at the end of the year totalled 9,902. This total compares very favorably with the total registration in Canada for previous years in spite of the fact that motorcycle sales were hindered to a great extent for two or three years previous to 1921 because of excessively high prices, the latter being due to exorbitant customs duty on machines imported from the United States, sales taxes, high transportation rates and other reasons apart from factory costs.

London, Ont.—J. M. Moore, architect, will prepare plans for hardware store to cost $100,000 for Cowan Hardware Co.

TORONTO HARDWAREMEN TO MEET

The Toronto Retail Hardware and Paint Club will meet for dinner and business in the Board of Trade Dining Hall, top floor Royal Bank Bldg., on Tuesday evening March 14 at 6.30 p.m. Officials of the Paint, Oil and Varnish Club of Toronto, who were largely responsible for bringing the retailers together in this association, will be the guests and an interesting meeting is anticipated. Progress will be made along the lines of organizing the city's retail hardware merchants.

BRITISH HARDWARE MANUFACTURER VISITING CANADA

Arthur L. Johnson, Chairman and Managing Director of Messrs Rd. Johnson, Clapham & Morris Ltd., 24 Lever St., Manchester, England, and 1 Basinghall St., London E. C. 2, hardware merchants, wire manufacturers, etc., is leaving England for the United States and Canada on March 22 accompanied by his personal assistant A. W. Shaw. Mr. Johnson states that he will be glad to communicate with manufacturers of all kinds of hardware and general ironmongery with a view to selling their products at the establishments of his company in the British Isles. Mail may be directed to Mr. Johnson in care of Hardware and Metal.

BRENNERS ISSUE WRIT AGAINST LIQUIDATOR

In connection with the trial of Nathan and Meyer Brenner, of the defunct metal firm of N. Brenner & Co., Toronto, who await sentence after being convicted of theft of $700,000 belonging to the Company, A. C. McMaster, K.C., has issued a writ for a declaration that Osler Wade be declared not the official assignee of the insolvent company, and that he has no right to interfere with its affairs. At the time the assignment was made, the document bore only the signature of Meyer Brenner, then president of the firm, and it was held during the trial that, since the document did not carry the authority of the board of directors, it was void, and that Mr. Wade acted irregularly in acting under it

The Brenner Company asks that all the assets held by Mr. Wade be returned, including those under his control, and an injunction is sought restraining him from any interference with the affairs of the company.

Hardware Merchant Again Mayor of Quebec

Joseph C. Samson, Popular Mayor of Quebec City, is Head of Samson & Filion Hardware Co. Ltd.— Re-elected by Acclamation for Second Period of Two Years

AN increasing number of hardware merchants throughout Canada are receiving municipal honors from year to year, the latest being the signal honor bestowed upon Joseph O. Samson, of the Samson & Filion Hardware Co. Ltd., Quebec City, who has been re-elected for another two year period as mayor of Quebec.

JOSEPH C. SAMSON

Of the hardware firm of Samson and Filion Hardware Co., Ltd., Quebec City, re-elected by acclamation as Mayor of Quebec for a second period of two years office 1922-24.

Mr. Samson is one of the active and prominent business men of Quebec.

Born in 1862, at St. Isidore, P. Q., he came early to this city, where he entered in business in 1879. With a very small income he was able, within a few years, to place his savings in hardware stock and was very successful. In 1885, he married Miss Emond, from Quebec. He is the father of 17 children of whom the great majority are living. In 1887 he became associated with Mr. Filion, thus creating the "Samson & Filion Hardware Co., Ltd." His partner died a few years later, but under the same name Mr. Samson continued alone his direction of the increasing business. He now ranks among the prominent wholesale hardware merchants of Quebec.

Besides his hardware business the present mayor is present of "La Compagnie Charles A. Julien" at Pont-Rouge, P. Q., vice-president of "The Standard Paper Box Co.," at Montreal, P. Q., director of "La Compagnie Desjardins" at St. Andrew of Kamouraska, P. Q., president of "La Gaspesienne" for fish trade and conservation, etc., director of the "Laval University," of "The Quebec Board of Trade," chairman of the "Quebec Exhibition Commission," member of the "Roman Catholic Board of Schools," etc., etc. He is a member of the Kiwanis, the Rotary and the Reform clubs, and a Knight of Columbus.

Elected as an alderman a few years ago, he subsequently was elected by a majority of over one thousand votes as mayor of Quebec for the years 1920-1922, his term of office beginning on March 1st, 1920. He was re-elected for a second term of two years (1922-1924) by acclamation on February 13th, 1922, which term will begin March 1st, 1922. Joseph Samson celebrated his 60th anniversary a few weeks ago and on the said occasion received petitions covered by many thousands of signatures asking that he run for a second term of office as mayor of Quebec.

$35,175,801 of Auto Tires Made In Canada

Record for Calendar Year of 1920 Just Issued Shows Production of Tires, Tubes, Packing, Belting, Hose, etc. in Rubber Industry of Canada— Also Exports and Imports

THE DOMINION Bureau of Statistics has prepared a report on the rubber industry of Canada for the calendar year 1920. This report shows the detailed production figures covering auto casings and tubes.

In the same year there were imported to Canada, pneumatic tires valued at $2,299,760 while exports amounted to $10,267,534. Imports of inner tubes amounted to $246,204 and exports were $775,721. Total imports were twenty million dollars compared with thirteen million dollars of exports.

	No.	Selling value at factory
Auto tires, casings	1,561,824	$35,175,801
Tubes	1,427,546	4,271,461
Motorcycle tires and tubes	.....	173,405
Bicycle tires and tubes	564,815	666,246
Rubber cement (gals.)	60,785	89,374
Rubber mats and matting	.....	111,755
Sheet packing	.....	246,085
Rubber belting	.....	3,101,412
Rubber hose .....feet	4,067,694	1,882,518

Hardware Merchants Eligible For C.B.D.A.

Bicycle Dealers' Association Planning to Help Members in Forthcoming Season—1922 Convention to be Held in London, Ont.

IN VIEW OF recent steps taken by the Canadian Bicycle Dealers' Ass'n, to assist members in the sale of bicycles, Hardware and Metal made some enquiries as to the eligibility of hardware merchants in this organization and the following letter has been received from Secretary N. N. Ferries, 176 James St., N. Hamilton.

The following is taken from the C. B. D. A. constitution. "Any person, or firm, or corporation, actually engaged in the retail cycle trade and having established business with a store front in which bicycles are displayed and for sale, shall be eligible to active membership." This does not necessarily mean exclusive bicycle dealers. As a matter of fact, a great many of the members are sporting goods dealers and hardware dealers.

"We believe that hardware dealers handling bicycles can receive just as much benefit through the Association as any exclusive bicycle dealer.

"The association is now entering its fifth year and has become strong enough to effectively assist its members. Several of the features now before the members are a standard lien lease form which has been thoroughly tested and which is supplied to members at cost; a real bicycle calendar for 1923, using a very fine Norman Rockwell picture for which the association has secured the Canadian rights and which is also being supplied to members at cost. The annual bicycle week is already a well known feature that has been adapted by many other trades. The Annual Bicycle Dealers' convention affords all bicycle dealers, large and small, an opportunity to mingle with each other and interchange ideas, as well as supplying an entertaining and instructive program. The 1922 Convention will be held in London, Ont., during the month of September.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

BAR iron, brass compression goods, solders, ingot tin and copper, scrap materials, galvanized sheets, leather tap soles, fuel oil, certain makes of coil door springs and narrow brass butts, alarm clocks and glass fruit jars, provide the price reductions on the current hardware markets.

Window glass registers an increase, the base price being fifty cents per case higher. This important revision results from the firm undertone to the glass markets, which has been referred to in previous reports.

Base quotations on iron and steel are lower to the extent where they now more generally conform with the basis recently prevailing in eastern markets. Through revised discounts, easier levels are recorded on standard compression work, compression bath cocks, brass steam cocks and basin cocks. Solders reflect the tendency of the primary metals, with reductions on practically all grades. Eastern markets record price lowering on galvanized sheets, but this change brings the average quotations to a more standardized level. Scrap materials continue with an easy tone, some further price concessions being noted. Ingot metals, especially tin and copper, also record an easier trend.

Other price changes this week relate more to general shelf hardware than to particular lines or specific staple goods. A gradual evening up process is evident among recent price changes, indicating the general readjustment of values. Reductions, however, are still noticeably in the majority.

Some price shading has been noted on certain wire products in southern centres. This indicates shading between the independent mills and the Steel Corporation, with plain wire and wire nails being the objects of competition. The changes, however, are described as slight, and not of sufficient extent to affect the domestic price levels. Better buying of steel products generally is being maintained, and the volume of present inquiry coupled with new business and mill operations, points to a reviving demand of a fairly wide character. Trade in general is described as seasonably moderate, but a more optimistic outlook now exists in both producing and distributing circles when estimating future business improvement. With the active Spring season fast approaching, a revival in trade is generally anticipated.

Montreal Markets

MONTREAL, February 23.—Price recessions, while not as numerous as in the past two weeks, are again recorded on several important lines. The new season's quotations on glass fruit jars are now announced, showing a reduction of approximately 15 per cent. from the opening prices of last year. Lead products are again featured by a reduction in the prices of solders, all grades being reduced one and one-half cents per pound. Tin on the primary markets has been recorded with a softer tone in the past few weeks, with the tendency more marked again this week, this said to be responsible for the lower solder prices. American galvanized sheets are again slightly reduced on all gauges, while waste material markets record easier quotations on practically all lines of scrap. This market is still very dull, with practically no export trade, and domestic consumers showing little or no interest. Tin and copper in the ingot markets attract attention, both metals showing a decidedly easier tone.

NEW PRICES ANNOUNCED ON FRUIT JARS

Montreal

Manufacturers of glass fruit jars now announce new season's prices, showing a reduction of approximately 15 per cent. from opening quotations of last year. Following are new prices;

FRUIT JARS—

Wine measure	Small	Medium	Large
		Per gross.	
Crown and Imperial Gem	$11.00	12.20	16.15
Perfect Seal	12.55	14.15	20.45
	Pints	Quarts	½ Gallon
Imperial Measure	12.55	15.30	20.45

(Crown style only).

Subject to further notice these prices are guaranteed on all orders received for shipment up to June 1st, 1922.

Net 30 days from June 1st.

ALARM CLOCKS HIGHER ON USUAL TERM BASIS

Montreal

A few weeks ago new lower prices were announced on alarm clocks, quotations appearing at that time being on a net cash basis. A further revision is now made for usual terms, 2 per cent. 30 days net, and following are quotations on that basis;

ALARM CLOCKS—

America	1 40
Lookout	1 90
Sleepmeter	2 10
Ironclad	2 50
Big Ben or Baby Ben	3 50
Big Ben luminous	4 90

Terms, 2%, 30 days net.

WASTE MATERIAL MARKETS ARE AGAIN EASIER

Montreal

An easier tendency has again entered into the market for waste materials, and both ferrous and non-ferrous metals are now quoted at lower figures. In sympathy with the rubber market, scrap is now reduced, automobile tires being quoted at 50 cents per 100 lbs. With the exception of malleable scrap and pipe scrap, all other iron and steel waste is reduced, while brass and copper in all weights have new lower prices. Dealers state that very little activity is yet apparent, and while a little encouragement was lent a few weeks ago with an improvement in the German market, this has again fallen off, leaving very little outlet now for materials. The domestic market has been quiet all during the late Fall and Winter months, and little improvement is looked for in this direction until the open weather of Spring. Following are revised quotations.

Automobile tires	0 50
Rubber shoes	0 03
Yellow brass	0 05
Red brass	0 08¼
Light brass	0 03
Scrap zinc	0 03
Lead, heavy	0 04
Lead, tea	0 02
Light copper	0 08
Heavy copper	0 10
Wrought iron, R. Rd., No. 1 per gr. ton	10 0
Malleable scrap (ton)	8 00
Pipe scrap (ton)	6 50
Heavy melting steel	6 50 7 00
No. 2 busheling	3 00
Boiler plate	6 50
No. 1 machinery cast	20 00

NEW LOWER PRICES RECORDED ON SOLDERS

Montreal

The easier tendency in the market for lead products, owing to the softer tone in metals on the primary markets, is now reflected on current quotations of solders in all grades. Guaranteed, strictly pure, commercial and wiping are all reduced one and one-half cents per pound. Wire solders also show easier prices to the same extent, but owing to the differential on quantity buying, following quotations are increased, former levels being for orders of considerable weight. Solders are the only line yet quoted at lower figures, the reason, according to the manufacturers, being because of the easier tone recently displayed in tin. Only this week this metal reached a new low point, the lowest that has been touched in the past ten years. Just to what proportions this downward tendency will reach before a recovery is made, is hard to determine, but it would seem likely that an improvement will shortly be forthcoming when the exceedingly low figures are taken into consideration. Revised quotations on the local market are as follows;

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ½c lb. extra.

Solder, guaranteed, lb.	0 27
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., wiping, lb.	0 23
Do., wire, lb.	0 35½
Zinc shets, casks	0 11
Do., broken lots	0 11½

BETTER FEELING NOW EVIDENT IN STEEL TRADE

Montreal

With the gradual approach of Spring, and the more active season, come reports of a better feeling in southern steel circles. Increased buying has not reached anything like favorable proportions as yet, but it is felt that the ice has been broken, and from now on a gradual improvement will be noticed. Inquiries are coming to hand, which are expected to develop into actual sales in the following months. Locally, business is still at a low ebb, orders continuing small and of only a sorting character. With a revival in building construction indicated, however, trade should show considerable improvement in the not far distant future. Following are unchanged prices on the local market:

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owinz to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SLIGHTLY EASIER PRICES ON AMERICAN GALVANIZED

Montreal

Local distributors have again slightly reduced their quotations on American galvanized sheets for the most part, although former higher prices are still given in some quarters. The reduction, as stated, is slight, only ten cents per 100 lbs. on all gauges, and not to the same proportion as other western markets have recently announced. Business in all lines continues quiet, but this condition is only seasonal at this time of year. There is still a certain amount of optimism expressed regarding future trade by dealers, and further encouragement is now given by the report that prospects appear brighter at primary centres. A better tone is evident in southern steel centres owing to more enquiries now coming to hand. Larger corporations and manufacturing consumers are a little more interested than for some time past, and this condition, with the anticipated increase in general dealer trade, affords a much brighter outlook for business commencing with earlier spring months. Distributors state that further slight reductions may develop, but the market in general will not show any marked price declines, present levels being well down when compared with productive costs. Following are revised quotations:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.

10¾ oz.	6 65	7 60
28 gauge	6 25	7 20
26 gauge	5 95	85
22-24 gauge	5 80	5 65
20 gauge	5 65	6 45
18 gauge	5 56	6 35
16 gauge	5 50	6 35
14 gauge	5 35	6 35
12 gauge	5 20	6 35
10 gauge	5 10	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 65	6 35
22 gauge	6 30	5 90
18-20 gauge	5 60	5 75

NOTE.—These prices are full bundles, an extra charge of 25c to 85c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 8 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 00
20 x 28 IC, 112s	16 50
20 x 28 IX, 112s	18 50
20 x 28 IXX, 5s	10 50
20 x 28 IXXX, 5s	11 25

TERNE PLATES

20 x 28 IC, 112s	16 00

Dull— CANADA PLATES

18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—

12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

NEW RANGE BOILER LIST NOT YET GENERAL

Montreal

Although it is now four weeks ago since the new list prices and discounts were issued on range boilers, there are still some firms quoting net quotations. During the past week also, a slight recession has been made by these distributors in some of the larger sized boilers. This, however, may only be an extra effort to reduce stocks on hand, and it is generally felt that in the not far distant future the new list will be generally adopted. Following are list prices and discounts issued three weeks ago:

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

Discounts:—Standard weights, 50 per cent.
Extra heavy, 40 per cent.

BOILER TUBE PRICES ONLY NOMINAL

Montreal

Local quotations on boiler tubes are nominally unchanged, with slightly lower prices offered for attractive inquiries. Business continues of fair volume although the lack of new work is still apparent. Nominal prices now quoted are the following:

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	34 75
3½ inch	52 50	34 75
4 inch	65 00	44 00

DEALERS IN CORRUGATED SHEETS ARE OPTIMISTIC

Montreal

There is little activity yet evident in the movement of corrugated sheets, but dealers state that a much better feeling now exists owing to indications of an improvement in the coming months. Building construction, with the exception perhaps of the industrial field is expected to be quite extensive this year, thus lending encouragement to dealers in corrugated sheets and allied products. No further change has been made in quotations since the revision earlier in the year, and following are prevailing levels:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 2½ ins., 75c a square extra.

ROOFINGS AND PAPERS ARE REPORTED FIRM

Montreal

With the active season gradually approaching for roofing and building papers, the market in general is described by manufacturers as decidedly firm, owing

Continued on page 42

Are YOU

WE WISH you to take particular notice of our new slogan, soon to become a household phrase as our advertising gradually makes it familiar to the people of Canada:

"Use it on your piano —with water"

Note that we emphasize the importance of using it **with water.** O-Cedar Polish is only successful when used with water according to the directions.

passing up 30% of your possible sales of

O-Cedar Polish

A RECENT investigation conducted by us among a thousand women, revealed the startling fact that although most of them use O-Cedar Polish, only 40% of those who knew its merits were actually using it on their *furniture.*

The other 60% said they had always regarded O-Cedar Polish as "merely a floor polish."

From this you can readily see that all the dealers are not getting nearly all the sales of O-Cedar that *can* be got.

O-Cedar can easily be increased 30% among those now using the Polish—by simply telling those women who do not really understand what O-Cedar is, that the results it gives on furniture are quite as wonderful as those it reveals when used for polishing floors.

Tell your customers to try it on the Piano, the Dining-room Table, the Buffet or Sideboard. Explain, every time you hand out a bottle or a can, that it is the supreme furniture polish—certain to give satisfactory results **if used with water, as directed,** on any painted, varnished, or stained surface.

Some now use O-Cedar on floors and for treating their O-Cedar Polish Mop. Others use it also on Linoleum or Oilcloth. In many homes it is found a wonderful brightener of woodwork. It is also excellent for polishing the motor car.

But the greatest of all O-Cedar uses is the one least known to women—its truly remarkable effect on fine furniture.

In Bottles 30c and 60c; in Tins, $1.50, $2.50 and $3.50

CHANNELL LIMITED - TORONTO

MONTREAL MARKETS

(Continued from page 39.)

to the increased cost of raw materials. Rags, which are one of the chief ingredients in the manufacture of ready roofings, are not only higher in price, but a shortage is not unlikely. Asphalt continues quite steady, while in the making of papers, practically all basic materials are at levels warranting higher quotations on the finished products. There is, however, according to the manufacturers, no present indication that a revision will be announced. Booked orders were placed with a guarantee of prices until May 1st., and it is probable that the situation will not be dealt with until nearer that date. Business remains seasonably quiet, but a gradual improvement is looked for from now on.

NO CHANGE RECORDED IN PIPE FITTINGS

Montreal

Prices on all lines of pipe fittings remain unchanged, with an average volume of sales recorded. While only moderate business, according to dealers in these products, is anticipated at this season, a gradual improvement is looked for in the near future, and with February now drawing to a close, the following month should bring about an improvement. Unchanged quotations are as follows:

FITTINGS—	
Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in, close and short	50%
Do., long	60%
Do., 4½ to 8 in., close and short	40%
Do., long	50%
Couplings, 4 in. and under	30%
Do., 4 in. and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

BRASS AND COPPER GOODS ARE AGAIN EASIER

Montreal.

Owing to the state of copper on primary markets, where this metal has displayed an easier tendency in recent weeks, finished products, including sheets, rods and tubing, now show an easier undertone. Local prices are as yet unchanged, but a revision in the near future would not be surprising. Prevailing quotations are as folows:

BRASS—	Base.
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier	0 34
Plain tinned, 16 oz. and heavier	0 39
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34
Above prices are full sheets and bars. Cut-sheets and bars are 5c per lb. higher.	

ACTIVITY EXPECTED SOON IN TROUGH AND PIPE

Montreal

There is a better feeling among dealers in eavestrough and conductor pipe, although as yet there is little activity in forwarding dealer supplies. Booked orders have, to a great extent, been withheld over the winter months, but these are now coming to hand in satisfactory numbers. For the most part, however, orders are somewhat smaller than in past years, but dealers are confident that a gradual improvement will be felt, and anticipate sales will continue over a greater period than is usual at this season. Prices on both products continue unchanged since the revision early in the New Year.

EAVESTROUGH—

O. G. round and half-round, per 100 ft.

8 inch	10 inch	12 inch	15 inch	16 inch
$16 90	$18 70	$22 20	$29 80	$37 80

O. G. Square bead, per 100 ft.

8 inch	10 inch	12 inch	15 inch	18 inch
$15 90	$17 70	$21 20	28 80	$36 80

Discount 70/10 per cent.

CONDUCTOR PIPE:—round, plain and corrugated, per 100 ft.

2 inch	3 inch	4 inch	5 inch	6 inch
$18 40	$22 30	$29 60	$40 00	$49 00

Discount 70/10 per cent.

CONDUCTOR ELBOWS—

Plain or corrugated.	dozen
2 inch	$ 5 25
3 inch	6 00
4 inch	10 50
5 inch	24 00
6 inch	29 00

Discount 60 per cent.

TIN AND COPPER HAVE MUCH EASIER TENDENCY

Montreal

The metal markets generally have not shown any improvement, and certain lines, such as tin and copper have been decidedly weak. There is not much stability to the markets at present.

TIN.—The London market has been subjected to severe pressure owing to bear operations on the part of a Dutch syndicate, with the result that prices have touched a new low point in about ten years. At the moment it is impossible to say how far the decline will go, but at present the bears have it all their own way. Local market is naturally weaker with stock price at 35 cents.

COPPER.—London has again declined, and New York is also lower, owing to demand falling off, and forced sales by second hands. It is now possible to buy at 13 cents delivered for prompt, with a slight premium for forward. The local market is dull at 6¾ cts. for electro, and 16¼ cts. for casting.

LEAD.—The American market remains quiet at $4.40, East St. Louis, but London is again lower owing to large arivals of foreign lead. It is realized, however, that the price in London has been too high. Quotations are slightly easier at 6¾ cents.

Toronto Markets

TORONTO, February 23.—A further recession in base prices on bar iron and steel to the extent of ten cents per 100 lbs, provides the feature current market change. Other reductions include a fifteen per cent. decline in tap sole quotations, while easier prices are noted on solder in practically all grades. This latter revision reflects the tendency of primary metal markets. Another change has been announced in compression discounts, thus bringing lower prices on standard compression work, compression bath cocks, brass steam cocks and basin cocks. The easier trend in crude oil centres, has resulted in another reduction in fuel oil of one-half cent per gallon. Leather pump washers register an increase this week, while a slight revision has been recorded on southern wire markets, affecting plain wire and wire nails. This is described as being of a minor nature, and not sufficient to affect domestic prices on these products. The sheet trade at present is moderate, with a better outlook generally. An easy tone is still evident in scrap materials, with dullness and lower prices recorded on ingot metals.

ANOTHER DECLINE IN FUEL OIL QUOTATIONS

Toronto

A further reduction has been announced in the price of fuel oil, to the extent of half-cent per gallon. This change reflects the easier tone in primary crude oil markets, reference to which has been made in recent issues of Hardware and Metal. The revised quotations are as follows:

FUEL OIL

	Per Gal.
In barrels	0.90.90
In tank wagons	0.80.90
In tank cars	0.07.90

REVISIONS NOTED ON SOUTHERN WIRE MARKETS

Toronto

Some uncertainty regarding prices on wire and wire products, is recorded in recent reports noted in certain United States centres on plain wire, and also on wire nails. Whether this easier trend will be reflected in the domestic markets is generally considered problematical. Up to the present, no change is indicated, with the current demand for these products described as average for this time of the year.

REVISED PRICE LIST ON WOODENWARE PRODUCTS

Toronto

A revised price list covering various lines of woodenware manufacture has been issued by the Stratford Manufacturing Co. These new levels are guaranteed against further decline until July 31, 1922.

ANOTHER CHANGE IN COMPRESSION DISCOUNTS

Toronto

Another revision in the discounts on certain lines of compression goods has been recorded. This current change affects standard compression work, compression bath cocks, brass steam cocks, and basin cocks. The extent of the reduction varies between 5 to 10 per cent. on the different products, being greater on such lines as basin cocks than on standard compression work. In announcing the revision, manufacturers state that some easing in price on the primary raw material markets has been taken into consideration, together with the decision to reduce quotations to the lowest possible point for anticipated future business. Following are revised discount levels:

COMPRESSION GOODS—

Compression work, standard	45%
Fulier work, standard	30%
Bath cocks, compression	35%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard	43%
Globe, angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25|10%
Jenkins Globe	19|10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco, swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
Emco gate valves, standard	25%
Do., Do., J. D.	33%
Emco Globe valves, std.	25%

BASIN COCKS—

No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	50%
No. 3628, plain or index handle	34%

EASIER PRICE NOTED ON GUARANTEED SOLDER

Toronto

Some easier prices have now developed on guaranteed and other grades of solder, the extent of the reduction varying several cents per lb. This places the average local quotations at lower levels and reflects the recent trend in the raw material basic market conditions. Other lead and zinc product prices, however, remain unchanged, with little variation having been recorded in prevailing conditions. Business is of a moderate character, but described as fairly good for this time of the year. Following are the revised price levels:

LEAD AND ZINC GOODS—

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets 4 to 6 lbs. sq. ft in rolls, lb.	0 09
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 32½
Do., strictly, lb.	0 22½
Do., commercial, lb.	0 21
Do., guaranted, lb.	0 24
Do., wiping, lb.	0 21
Zinc sheets, per lb. 0 09	0 10

LEATHER PUMP WASHERS REGISTER INCREASE

Toronto

An advance of approximately fifteen per cent. has been recorded this week in the prices on leather pump washers.

SHEET TRADE MODERATE WITH BETTER OUTLOOK

Toronto

Trade in the domestic sheet markets continues to be of a moderate nature, and further price recessions are noticed in those centres where slightly higher levels have been prevailing. This change brings the average quotations on a more uniform level in keeping with the prices given below, which became effective locally following the recent announcement of these reduced levels. The outlook at primary steel centres in the south, is primed with optimism which is backed by an increase in the volume of inquiry and substantiated by keener buying interest. The sheet market generally, is therefore in a moderate position which is described as fairly satisfactory for this time of the year. The stimulation of activity in industrial fields is expected to reflect in future improved sheet business, while railroad, automobile and construction fields are already showing signs of betterment. The tin plate mills are reported operating at a high rate of output. Following are the current prices on the local markets:

BLUE ANNEALED—

10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65

BLACK—

18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	7 00	7 50
26 gauge	7 75	7 25
24 gauge	7 35	6 85
22 gauge	6 90	6 40
18 and 20 gauge	6 75	6 25
Premier and Apollo.		
10¾ oz.	6 00	5 75
U. S. 28 base	5 60	6 35
22 and 24	5 15	5 90
18 and 20	5 00	5 75
16	4 85	5 60
12 and 14	4 70	5 45

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets. An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

PLATES, CANADA—

Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25

PLATES, COKE TIN—

I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 shets	9 00

PLATES, CHARCOAL TIN—

1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00

PLATES, TERNE—

1C, 14 x 20, 112 sheets	12 00

DECLINE OF FIFTEEN PER CENT IN TAP SOLE PRICES

Toronto

A revision in prices on leather tap soles in "X" and "C" grade qualities is announced this week. The extent of the decline is approximately fifteen per cent. A change has also been made in the number and sizes of men's soles, six pair each of sizes nine and eleven being supplied to the dozen, where formerly 7, 9, and 11 were included.

FURTHER RECESSION IN BAR IRON BASE PRICES

Toronto

Further price recessions are noted this week in the iron and steel market, the base price on bar iron having receded another ten cents per 100 lbs. This reduction is generally attributed to the current market situation where price shading to secure nominal business has resulted in this level having become more general.

Recent reports from the primary markets indicate that better buying in iron and steel is being sustained, with new business being recorded and the ratio of current mill operations both pointing to a reviving demand of a fairly general character. The local market is described as fair for this time of the year. Following are the average local quotations:

IRON AND STEEL—

Mild steel bars base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	31 00
Cast tool steel, medium	18 00

EASIER TENDENCY IN PRIMARY COPPER STAGE

Toronto

The current market is described as quiet in copper and brass products, these metals in the primary stage having recently developed an easier tendency. Manufacturers of copper and brass sheets, tubing and rods, are credited with the expression that "there is nothing discouraging in the present situation." Although trade is of a quiet nature, expectations generally prevail as to an improved volume of business in the near future. Following are current prices:

BRASS—

Sheets, base, per lb.	$ 0 23
Tubing, base, per lb.	0 25
Rods, base, per lb.	0 20

COPPER—

Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30
Do., plain tinned 16 oz. and heavier, lb.	0 37
Do., polished and tinned 16 oz. and heavier, lb.	0 42
Tubing	0 29

EARLY ACTIVITY IN CEMENT REQUIREMENTS

Toronto.

The degree of construction work in general is being reflected in sales of cement. Early promises of an extensive building program for the Spring and Summer seasons, is indicated by prevailing activity in construction circles generally, and a brisk movement in both city and country districts is expected to develop. Prices remain at the following levels:

CEMENT—Car load lots.	Toronto.
Per barrel	$3 70
Per barrel, f.o.b. yard	4 30
Per barrel, delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

EASY TONE REMAINS IN SCRAP METALS

Toronto

Both large and small consumers are now purchasing very little scrap iron or steel. Quotations are marked by an easier undertone as noted in last week's report and an improvement in the prevailing demand is now generally awaited. Copper and brass scrap can record movement inside the range of prices quoted below but the markets are generally of a quiet nature. Following are the usual averages of dealers' nominal buying prices for fairly large quantities:

SCRAP METALS

Gross Tons—	Scrap Iron	
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 75	16 75
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 50	4 75
Tea lead	2 00	2 50
Scrap zinc	4 00	4 25
Scrap Rubber		
Boots and shoes	2 25	2 75
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

WROUGHT PIPE CONDITIONS RECORD IMPROVEMENT

Toronto

Present conditions in the pipe markets are described as distinctly stronger than those which prevailed in the piping industry in general during the month of January. With the open season, there has developed a fair amount of current business and manufacturers state that the general situation now looks much improved. Owing to the remarkable variance in primary market conditions since last year, many distributors have now ceased to compare either business or values with last year's figures, and are content to refer to the previous month's records as a basis for gauging progress. Prices are remaining unchanged at List No. 54.

MODERATE TRADE IN ROPE AND CORDAGE

Toronto

Business in rope and cordage is described as fairly satisfactory for this time of the year. Prices on the domestic markets have recorded no further change since the last revision. On southern primary centres, however reports indicate that there has been a slightly easier tone in manilla fibre. Mexican sisal is reported as holding steady with an improved inquiry. The volume of current trade in hemp is just moderate, with buying mostly in small quantities. Prices are holding at unchanged levels.

QUIET CONDITIONS EXIST IN RANGE BOILERS

Toronto

There have been few developments recorded in the range boiler market since the adoption of the new list prices and discounts. Although some distributors are stated as still maintaining the previous net prices on these products, yet it is noticeable that the quotation on the 30 gallon standard size is the same in each case. It is thought that the revised list will be uniformly accepted in the near future. Current trade is of a spotty character in this line, with dealers stating that price shading seems to have been overcome for the moment, there being no attractive business to shade prices for.

RANGE BOILERS—	
5-gallon	$ 13 50
12-gallon	14 00
18-gallon	15 00
25-gallon	16 50
30-gallon	17 50
35-gallon	20 50
40-gallon	22 75
52-gallon	38 00
66-gallon	60 75
82 gallon	74 00
100-gallon	103 00
120-gallon	117 00
144-gallon	164 00
168-gallon	187 00
192-gallon	210 00

Discounts, Standard weight, 50 per cent. Extra heavy, 40 per cent.

EASIER TONE AND LOWER PRICES FEATURE METALS

Toronto

General conditions in the ingot metal markets are of a quiet nature and uninteresting from the lack of new developments. Easier price levels are now more generally noted, especially in copper, tin, and antimony. The copper market is described as dull and hopeless, while other metals record very little variations, a lack of both interest and demand contributing to the prevailing easy tone.

COPPER.—Dull and hopeless are the current phrases covering the condition of the copper markets. Large supplies of copper are still available, while the demand remains of a very moderate character. Price shading among producers in the south has recently developed, this condition reflecting the easier tone in general. The local quotation remains at 17½ cents.

TIN.—Fluctuations in exchange, coupled with the waiting policy adopted by consumers have resulted in some easier price levels being announced on tin in the domestic markets. The average quotation is 35½ cents, and though some inquiries are evident, actual business is moderate.

LEAD.—The tone of the lead market is quiet at present, with little variation having been recorded. Prices remain fairly steady, while current buying is in small quantities. The local quotation is $6.75.

SPELTER.—Quiet conditions also prevail in spelter, with the consuming demand being very light, and few sales having been recorded. The local average price is a little easier, now being quoted at $7.00, a decline of 25 cents.

London Markets

LONDON, February 23.—Several price changes of importance are again evident this week including lower quotations on such lines as leather soles, coil door springs, narrow brass butts, wood screws, and the Gem line of food choppers. Notable price advances are recorded on window glass and linseed oil.

Hardware trade during the week was again reported as fair, with a continued steady but gradual improvement. Seasonable lines are in demand and merchants generally are now busy preparing stocks for Spring business.

HIGHER PRICE LIST ON WINDOW GLASS

London

Slightly higher prices are now recorded on window glass, due to the firm tendency in these markets recently noted in previous reports. The revision represents an advance of between 50 and 75 cents per case. A fair sale is recorded for this season of the year. Following are the new list prices:

WINDOW GLASS

	Single dia.	Double dia.
Up to 25"	6 00	9 80
	case of per 100 sq. ft.	
26 to 40"	7 45	12 20
41 to 50	8 10	13 30
51 to 60	8 45	13 80
61 to 70	8 80	14 40
71 to 80	9 30	15 15
81 to 85	10 85	17 56
86 to 90	11 40	18 50
91 to 95		20 65
96 to 100"		22 35

Cut lights unchanged at 75% off list.

STRONG SPECULATIVE TONE IN TURPENTINE MARKET

London, Ont.

Although turpentine quotations continue to show strength, the price of $1.40 per gallon in one barrel lots, represents the average of the quotations now appearing on the domestic markets.

TURPENTINE—	Imp. Gal.
1 bl. lots	1 40
2 to 4 bbl. lots	1 39
5 gal. lots	1 55

NEW PRICE LEVELS NOTED ON BRASS BUTTS

London, Ont.

Revised price levels which are approximately 10 per cent. lower than formerly are now quoted on narrow, middle and desk brass butts. New quotations are at list, plus 10 per cent.

LOWER PRICES ANNOUNCED ON LEATHER SOLES

London, Ont.

A reduction in prices on leather soles in "X" quality to the extent of approximately 15 per cent. has now been announced. Following are some of the revised quotations:

LEATHER SOLES

Assorted Sizes.	doz. Pair.
31½ Boys	2 20
37½ Ladies	1 75
43½ Misses	1 40
121 Men's	3 10
122 Men's	2 95
123 Men's	2 80
122 all size 11	3 25
121 all size 11	3 40

REVISED PRICES ON COIL DOOR SPRINGS

London

A reduction of approximately 10 per cent. has been announced in prices on the line of Perfect coil door springs. Revised prices follow:

DOOR SPRINGS

No. 2—55c. doz.; No. 3—60c. doz. No. 4—65c. doz.; No. 5—70c.

NEW DISCOUNTS RECORDED ON GILMORE AUGERS

London, Ont.

As covered by market reports contained in a previous issue of Hardware and Metal, revised quotations have been announced on the Gilmore line of bits. These are now quoted as follows:

GILMORE BITS

Special auger bits, List less 37½ per cent.
Gilmore auger bits, List less 20 per cent.
Gilmore car bits, list less 10 per cent.
Boring machine augers, net list.
Gilmore eye augers, net list.

TACK HAMMERS NOW REDUCED IN PRICE

London, Ont.

Tack hammers are also reduced in price, in conjunction with easier quotations recently announced on hammers and similar products. Revised levels on Sargent No. 9, are $3.00 per dozen, and on No. 12. $1.85 doz.

NET PRICES ON DOG AND HALTER CHAINS

London, Ont.

Recent new quotations on dog and halter chains show a reduction of practically ten per cent. from the former levels. Following are some of the revised net prices:

HALTER CHAINS

	Doz.
7 x 6 ft.	3 35
6 x 6 ft.	3 35
5 x 6 ft.	3 70
4 x 6 ft.	4 15
2 x 6 ft.	4 95
1 x 6 ft.	5 35
1-0 x 6	5 90
2-0 x 6	7 00
1 0 x 4½	4 80
2-0 x 4½	5 60
3-0 x 4½	5 95

REDUCED QUOTATIONS ON GEM LINE OF FOOD CHOPPERS

London, Ont.

Lower prices are now in effect on the Gem line of food choppers. These revised prices are given as follows:

GEM FOOD CHOPPERS

No. 20—$21.25 doz. No. 22—$25.35 doz. No. 24—$33.50 doz.

SUBSTANTIAL REDUCTIONS IN AXE QUOTATIONS

London, Ont.

A considerable reduction has been announced by the manufacturers in prices on axes of practically all kinds. Following are the new base prices on some of the standard sizes.

AXES

Cherokee	13 00 doz.
Welland Vale Special	12 50 doz.
Black Prince	13 00 doz.
Hand Made	13 00 doz.
Uncle Sam	11 50 doz.
Keystone	10 00 doz.

With usual extras for heavier axes.

EXTENSIVE BOOST IN LINSEED OIL PRICES

London, Ont.

The sudden increase of a further 10 per cent. per gallon in the price of linseed oil provides the sensation of the current markets. This spurt is attributed to an improved demand for oil at this season of the year, coupled with a remarkable jump in flax seed prices.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 15	1 18
3 to 5 bbls., per gal.	1 14	1 17
6 to 9 bbls., per gal.	1 12	1 15

Less barrels, add 15 cents gal.

FURTHER REVISION IN WOOD SCREW DISCOUNTS

London, Ont.

Another reduction in wood screw quotations has been announced. This change entails increasing the discounts 2½ points on all styles, thus recording an average reduction of 10 per cent. Following are the revised discount levels:

WOOD SCREWS

	Per cent. off list.
Flat Head Bright	85
Oval Head Bright	82½
Round Head Bright	82½
Flat Head Brass	80
Oval Head Brass	77½
Round Head Brass	77½
Flat Head Bronze	75
Oval Head Bronze	72½
Round Head Bronze	72½

F. o. b. Hamilton, Toronto and Montreal with freight equalized thereon.

MODERATE SALES FOR SINGLE SHOT RIFLES

London, Ont.

There is considered to be a fair sale at present for single shot rifles. Following are the prevailing quotations on one line of these products:

SINGLE SHOT RIFLES—

Little Scout, No. 14½ x 22 cal., each	$6 20
Crack Shot, No. 26 x 22 cal.	7 90
Do., 32 cal.	7 90
Marksman, No. 12 x 22 cal.	10 00
Do., 25 cal.	10 00
Do., 32 cal.	10 00
Favorite, No. 17 x 22 cal.	11 80
Do., 25 cal.	11 30
Do., 32 cal.	11 30

FLOOR MOPS RECORD POPULAR DEMAND

London, Ont.

Dealers report that floor mops, both the Liquid Veneer and O-Cedar models, are included among the list of goods now selling well. Prices on these lines are as follows:

MOPS—

O-Cedar—No. 1, $16 doz.; 3, $16; 5, $16; 14, $16; 15, $10. Complete with handles.
Liquid Veneer—(Complete with handles) regular size, $16; junior, $14.

BRISK SALE REPORTED FOR LOADED SHELLS

London, Ont.

There is reported to be a good sale at present for loaded shells at the recent new lower prices. Following are net quotations on some of the popular lines:

DOMINION SHELLS:—Crown, 16 ga., $3.76 per 100; 12 ga. $3.83 per 100; Sovereign, 1 ga. $4.02; 12 ga., $4.68; Regal, 16 ga., $4.02; 12 ga. $4.68; Canuck, 12 ga., $4.97.

SEASONAL DEMAND FOR AUTO TIRE CHAINS

London, Ont.

Automobile tire chains are enjoying a moderately good sale at present. Unchanged prices prevail, the average quotation on these products being list less 25 per cent., and for lots of twelve pair in one shipment, a discount of 33 1/3 per cent. is quoted.

Winnipeg Markets

WINNIPEG, February 23.—Prices on hardware commodities continue on the downward grade. This tendency is evident in cotton products such as clothes lines, cotton rope and sash cord. Easier quotations have also been recorded on galvanized wire clothes lines, coal picks and halter chains. An additional advance is noted on linseed oil, with a firm tone in both seed and oil markets. Business is generally reported as a trifle better this week, with a more optimistic attitude now being adopted regarding the outlook for future trade expansion.

EASIER PRICE LEVELS APPEAR ON COAL PICKS

Winnipeg.

Among the reductions recorded this week are easier prices on coal picks. The revised quotations on these products are as follows.

COAL PICKS

2 lb.—$6.15 per doz.; 2* lb.—$6.75 per doz.; 3 lb.—$7.40 per doz.; 3½—$8.00 per doz.

PRICE DECLINE NOTED ON HALTER CHAINS

Winnipeg.

Electric weld galvanized halter chains are now quoted with revised easier price levels. The reduced quotations are as follows:

HALTER CHAINS

4½ feet. 3-0—$3.75 doz.; 2-0 $3.25 doz.; 1-0 $2.90 doz.; 1 $2.75 doz.; 2 $2.40 doz.
6 ft.—2-0—$4.20 doz.; 1-0 $3.75 doz. 1 $3.25 doz.; 2 $2.85 doz.

HIGH LEVELS MAINTAINED IN TURPENTINE PRICE

Winnipeg

Turpentine quotations still remain at the recently revised levels, with few developments having been recorded. The current price is $1.55 per gallon in barrel lots.

REDUCTION RECORDED IN SASH CORD PRICES

Winnipeg.

The easier tone in raw cotton markets has reflected on sash cord, and the various sizes are now quoted at lower prices. Following are the revised quotations:

SASH CORD

IN HANKS:—
No. 6—58c. per lb.; No. 7—57c. lb.; No. 8—5c. lb.; No. 9—56c. lb.
IN COILS:—
No. 8—56c. lb.; No. 10—56c. lb.; No. 12—56c. per lb.

LOWER QUOTATIONS ON WIRE CLOTHES LINE

Winnipeg.

A revision has been announced on galvanized wire clothes lines, and these products are now quoted at lower price levels. Following are the new quotations.

WIRE CLOTHES LINES

50 x 19—$3.70 doz.; 100 x 19—$.50 doz.; 150 x 19—$9.60 doz.

DOWNWARD REVISION IN COTTON CLOTHES LINE

Winnipeg

In keeping with the easier tone in the raw cotton markets, cotton clothes lines are quoted at lower prices. Following are the revised levels:

48 ft. .....$3.46 per dozen
60 ft. .....$4.32 per dozen

COTTON ROPE ALSO RECORDS LOWER PRICES

Winnipeg

The easier tone in the raw cotton markets has also affected cotton rope prices. Sizes 3-16 in. is now quoted at 48 cents per pound, and ¼ in. and upwards at 46 cents per pound.

ANOTHER ADVANCE IN LINSEED OIL PRICES

Winnipeg

Another substantial advance is made in the price of linseed oil, and a very firm tone is evident in both seed and oil markets. Revised quotations are $1.20 per gal. for raw and $1.23 for boiled in barrel lots.

LITTLE DEMAND NOTED IN SHEET MARKETS

Winnipeg.

Business in the sheet markets is still quiet, but there exists an optimistic feeling among jobbers regarding the future business. Stocks are fairly low but sufficient to take care of the small demand such as exists. Quotations are unchanged as follows:

STEEL SHEETS, BLACK—	
10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65
IRON GALVANIZED—	
Premier; Apollo and "Fleur de Lis"	
10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 24 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

Hamilton Markets

HAMILTON, Ont. — A marked stimulation in the volume of inquiry has been one of the features of the recent business trend. In the steel industry, this additional interest is noticeably supported by an increase in orders for various products, which has in turn resulted in encouraging a more optimistic outlook. The general situation finds producers looking keenly forward to an early resumption of broader operation in both sales and shipping departments, coupled w a corresponding expansion in demand as the season progresses. One element in recent inquiries is the fact that certain manufacturing consumers are showing a marked interest in the raw material markets, and are therefore expected to contract for future supplies at a not far distant date.

Special attention is given this week to the more or less persistent reports from the United States of reductions on wire products, such as plain wire and wire nails. With reference to this situation, a prominent local manufacturer stated to Hardware and Metal that this condition is being watched very closely, but outside of some slight price shading between the Independent mills and the Steel Corporation, no further marked revisions have materialized. The changes which have been made, were mainly of a slight nature, not being of sufficient extent to affect the domestic quotations. It is further recorded that there has been some improvement in the domestic demand for wire products, which is generally attributed to better conditions which usually apply in the springtime.

Recent reports from American steel centres indicate a brisk ratio of output, especially for this period of the year, with several interests recording a production of approximately fifty per cent. of capacity. Domestic producers are more confined in this respect, a factor which is principally due to the more restricted field of operations.

The scrap material markets are on an easier tendency, with present trade described as extremely moderate.

Construction activity during 1922, is expected to reflect considerable amount of improvement in business along general lines. Materials used in building have recorded fairly substantial reductions from last season's price levels, thus placing this phase of the situation upon a more equitable basis in keeping with replacement values. This development has also been one of the factors contributing towards ambitious building programs in general, and has constituted an element of encouragement toward greater current construction activity in particular. Manufacturers and distributors of the numerous materials required in home erection, repairs and alterations, are adding incentive to this movement by brisk advertising campaigns coupled with renewed sales effort.

Spring trade is approaching with carefully measured progress. While current orders are small, yet they are almost uniformly reported to be more numerous during the last week or two. Merchants are now busy preparing for the spring season's requirements, and although the cautious attitude still governs the commitments of the buyer, a satisfactory volume of trade is confidently expected in general. The feeling also prevails that the carry-over from last year's stock is probably the smallest on record at least, of very moderate proportions. Fresh purchases are therefore required in order to replenish empty shelves and satisfy prevailing needs in seasonable lines. The minor quantities noted in current purchsing, therefore, are also considered as covering immediate or early requirements only, and further additional repeat orders are looked for in the future.

Pittsburg Markets

PITTSBURG.—Steel ingot production underwent a sharp increase last week, as it can be estimated on the basis of trustworthy reports that the rate was 28,000,000 gross tons a year. This is well above the highest rate attained last autumn and shows a sharper increase than occurred in the earlier weeks of last year. Our report a week ago pointed out that production increased during January at a greater rate than had been suggested in the statements made public by the mills as to the condition of the market.

Steel Production.—Part of the most recent increases in steel production is in railroad material, not against fresh purchases, but against orders or contracts placed late in the old year, specifications against which have only lately reached the mills. This includes some rail business, being filled at the Edgar Thomson works, in the Pittsburg district, and in the Chicago district, also car material, being produced in the Chicago district, against freight car orders placed in November. Apart from this railroad business, the production of ingots is for speedy rolling into finished products, against orders booked from day to day for prompt shipment, and thus on the whole the rate of steel ingot production reflects closely the state of buying.

A general survey is of interest, to show the swing. The slump in production last spring and summer, when stocks of steel and of manufactures of steel were being liquidated, brought the ingot production rate down to 11,000,000 tons a year, in July. Then production mounted, and the rate was 23,000,000 tons a year in October and November, measuring the size of the autumn con-

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Developing Women Paint Customers

Women Are Apt Pupils in the Art of Painting and Under Encouragement Have Developed Into Splendid Paint Customers According to Vancouver Hardware Merchant—Much Neglect of Properties Yet Evident—Sells Brushes at Every Opportunity

This Vancouver hardware merchant seldom sold paint to women before the war, but realizing the possibilities involved and by educational effort he has built up a profitable trade with housewives. Read how he has done it.

"BEFORE THE WAR," said B. McKay, salesman of the Fairview Hardware Company, Granville Street, Vancouver, "it was very infrequently that I sold a can of paint to a woman customer. She would buy floor wax, or polishing oil, or maybe some kind of material for cleaning wall paper, but when it came to buying paints, varnishes, enamels, etc., I always figured that the man of the house would choose that. And in most cases he did.

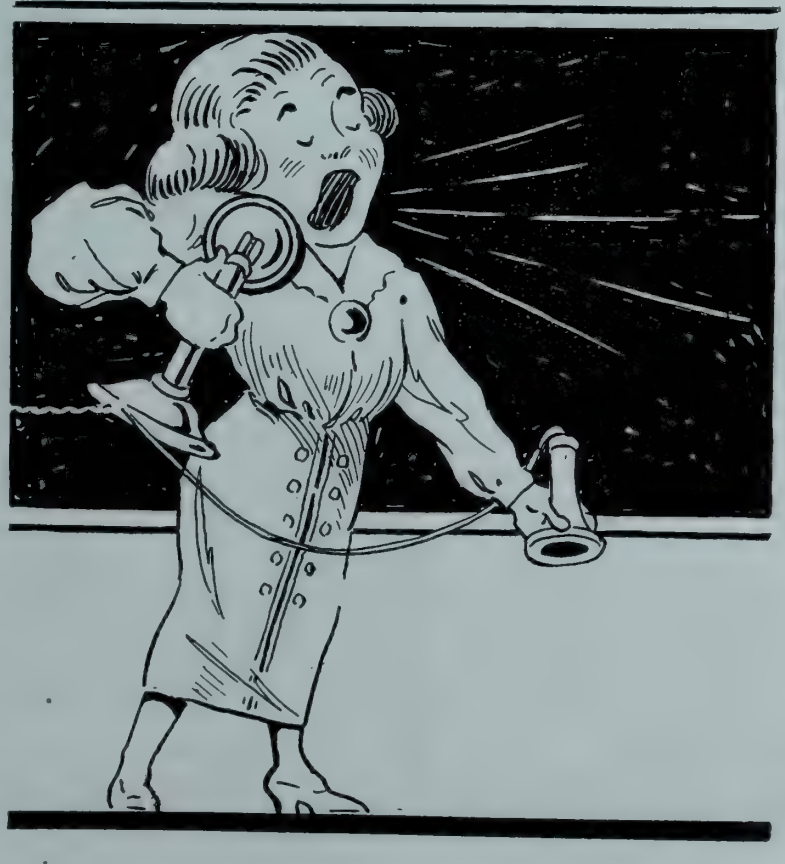
"The change now is remarkable. It is just as usual for a woman to buy paint now as it was unusual then. Seems like the women folks are left to do all that kind of thing now," said Mr. McKay.

"The women take a real intelligent interest in the paint, too," he continued. "They are interested in what is most suitable for the various purposes they have in mind. The knowledge that some women have of putting a finish on a floor, now, is quite remarkable. It is not at all unusual to have a young woman come in here and tell one of us that she is going to do the floor of her apartment over. She will scrape off all the old paint, dress down the wood till it's nice and smooth and proceed to put on the color she fancies. Then she will put on a couple of coats of varnish, and then wax and polish the floor and make a surprisingly good job of it.

Have Been Apt Pupils

"Much effort has been directed toward educating the women in the homes. It has been pictured to them the ease with which splendid jobs could be done and the women seem to have been apt pupils. We had a splendid paint business during 1921. I might say that we enjoyed the biggest paint business in our sixteen to seventeen years in this district. The fact that painting had been sadly neglected for four or five years, coupled with the fact that the paint manufacturers did helpful educational work with their Save the Surface campaign, made 1921 a good one for us. I fully expect that 1922 will be just as good if not better. There still remains a tremendous lot of painting to be done in and around Vancouver, and with aggressive work the hardwaremen should have another good year.

"We have sold a lot of enamels for renewing chairs, wickerwork, etc. This has started already for spring.



Always Sell a Brush Too

"When selling paints, enamels, and varnishes we always try to sell a good brush to apply it. It is always possible to volunteer a little information about how to apply the paint. We also tell each brush purchaser how to clean and care for the brush to get the longest service out of it. This does not apply to cheap brushes, of course, as there is not very long service in a cheap brush.

"One of the factors that has undoubtedly had something to do with the increased amount of interior painting done by both men and women is the fact that paints come ready mixed to do almost any kind of a job and do it well.

Buying Auto Enamels

"We have enjoyed splendid sales of auto enamel, too. One brand has gone particularly well. We were influenced in our choice by the preference of several of the garages which we serve who asked for ..... Brand. Many private car owners are buying these modern quick drying enamels. A car owner will start in on Saturday and give the old car a coat, when he is assured that it will be ready for use on Monday morning. Until these improved finishes were placed on the market, the car owner had to have an expert do it for him, as the number of operations necessary rather frightened them out of attempting to paint their own cars."

Being merely a district hardware business, the Fairview Hardware Company could not use the large city papers profitably. A local news sheet, covering the district quite thoroughly (free circulation) is used every week, and draws business.

Linseed Oil Price Attains New High Point

Health of Recent Rapid Rise at First Questionable, But Now Begins to Appear As a Natural Gain— Short Yield In Argentine and Growing Demand

MONTREAL.—An increase of 20 cents in the price of linseed oil during the past three weeks is sufficient development to cause all parties, from grower to consumer, to look with interest on this product. At this season of the year increasing demand would naturally assist toward a firm situation, but certainly not to the extent that has been displayed. For this reason the health of the rapid rise was questioned by those well informed, and speculation, not uncommon in the flax market, was criticized to no small extent. The advance has been in direct sympathy with the trend of seed quotations, which have shown a corresponding increase in the same number of weeks, and while certain manipulations of the market may still be responsible to a degree, there are certainly two strong factors upholding the present strength.

Short Argentine Yield and Growing Demand

The constantly advancing market in the past two weeks has made it exceedingly difficult to follow the trend with any degree of accuracy. This, the third week finds little or no abatement, prices fluctuating but still on the climb. Now covering a period of three weeks, the advance is looked upon by local crushers as more than a temporary spurt, or turn of a violent fluctuation. A growing demand plus the more general acceptance of the shortage in Argentine flaxseed as an actual fact, are factors that must be considered. The former might be termed a natural tendency during this month, and the months immediately following, but crop reports showing a short yield in the Argentine, which were passed with little concern at first, are now taken much more seriously. Yield estimates first reported 1,000,000 tons, then dropped to 700,000 and figures have been placed as low as 500,000 tons. It can readily be seen, then, that insofar as this field is concerned, a shortage will be felt.

Looking to Canada for Supplies

American crushers, immediately upon hearing of the Argentine shortage, began looking to the Canadian market for supplies, and it is recently reported that 1,000,000 bushels have been arranged for. This means a call of no mean proportions on the Canadian warehouses, leaving our domestic crushers with an outlook none too promising for future supplies.

While stocks locally are by no means heavy, there is sufficient seed on hand to take care of present demand, and enough to carry our home market into the active season. However, if an improvement is not in sight in outside markets before the season of heavy demands, fear may be well placed when looking to our home supplies.

Paint Trade Notes

BOOSTING FLOOR FINISH AND WAX

Kingston, Ont.—Lemon & Sons, hardware merchants, boosted their sale of floor finishes and wax this week, by having an expert give demonstrations at the store. Special advertising was carried in the local newspapers, and as a result a large number of interested citizens visited the store, got first-hand information and at the same time had the opportunity of seeing how to do the work. They secured some timely tips on how to finish floors, furniture, and woodwork.

OTTAWA REPRESENTATIVE McARTHUR-IRWIN CO.

T. A. Marier, for many years merchandising manager of Bryson-Graham Limited, departmental store, in Ottawa, has been appointed Ottawa representative of the McArthur-Irwin Co., of Montreal, manufacturers of paints, varnishes and chemical products, and has entered upon his new duties. Mr. Marier was recently tendered a hearty farewell by the heads and employees of the Bryson-Graham store, all of whom spoke in highest terms of his progressiveness and pleasing personality.

R. W. LINDSAY MADE SALES MANAGER OF PRATT & LAMBERT INC.

R. W. Lindsay, for the past four years manager of Industrial Sales, Pratt & Lambert, Inc., has been made sales manager. In the future, he will continue in charge of industrial sales and take on added duties in trade sales work, being located, as formerly, at Buffalo, headquarters of the company.

IMPERIAL VARNISH AND COLOR DISTRIBUTORS HOLD DINNER

Some members of the staff of the Imperial Varnish and Color Co., Toronto, along with certain of the city retail distributors of this company's products, gathered for dinner at the Carls Rite Hotel, on Wednesday evening to discuss future business and possibilities. About forty were in attendance, the number being fewer than were expected due to the bad storms prevailing which tied up street car traffic. The evening's program was both enjoyable and helpful.

C. C. Craig of the C. C. Craig Co., Ltd. hardware brokers, Winnipeg, is on an extended business trip calling on the jobbing centres in western Canada.

WORLD'S RECORD IN REVOLVER SHOOTING

A new World's Record in revolver shooting was recently made at Regina, when Inspector Sandys Wunch of the Royal Canadian Mounted Police made 198 out of a possible 200 at 20 yards with his .45 calibre service revolver. Wunch's record is perhaps all the more remarkable and interesting to shooters and those who handle arms and ammunition because of the fact that he was using a revolver equipped with service sights and lacking in that fine equipment so common among target shooters. Dominion .45 cartridges were used and the first 19 shots were bullseyes, the 20th slipping into the 8-ring. The shooting was for record and was done in the presence of the Commanding Officer and three witnesses and the four standard targets used are fully certified. The previous world's record for 20 shots at 20 yards was 191 out of 200.

During the past year several new records have been hung up by Canadian shooters. Among the most notable is that of H. W. Cooey, who, on all registered amateur trap shooting targets shot during 1921 led with a percentage of .9635. Mr. Cooey's shooting was all done with Canuck Shot Shells.

COMPETITION

By Fred Empringham, Ontario Traveller for The Canada Paint Co., Ltd.

Jack Jones was cutting prices,
With diligence and vim,
But just around the corner,
Tom Smith was cutting him.

An old plow pusher cautious
Would say to Jack, "Now boss
I want to get your bottom price
To shoe the big grey hoss.

So, to that wise loam shifter,
He quotes a price so low,
That the old one scents price cutting.
And his spirits sorta glow,
Ses he, "Your price is crazy,
To shoe my old mare boss.
I guess around the corner.
They shoe for 10c. less."

Poor Jack sees one dime drifting
From a life of sweat and flame
His soul aghast, he yells out,
"Come back I'll take the same."

That's the blacksmiths road to ruin
And a moral stands quite plain,
For a farmer round the corner
Had worked Tom just the same.

When a man cuts his price
He only cuts his throat,
He'll damage trade for a little while,
But the square deal Smith will only smile,
For the other Guy's the Goat.
—EMPIE.

CREDIT

By Fred Empringham, Traveller for The Canada Paint Co., Ltd.

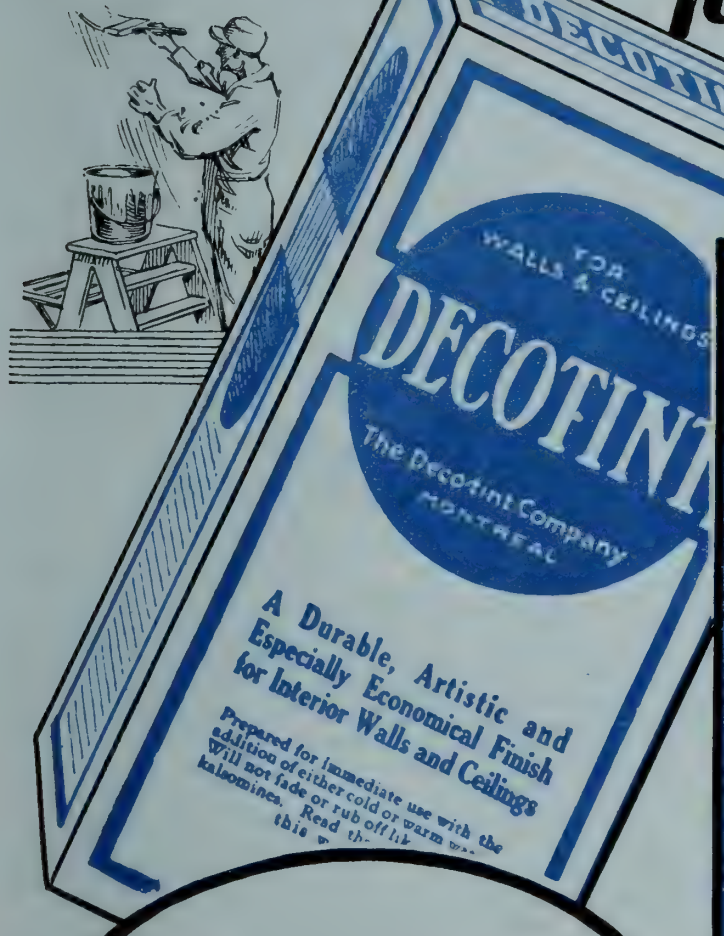
Don't ask for Credit while in here,
I wish to have this fact made clear,
For "Credit" will not keep my stock
Nor pay my rent, or buy a block.

And after you've received my gold,
Your friendship turns from warmth to cold,
And one by one you stay away,
Because you have a Bill to pay.
—EMPIE.

Winnipeg.—D. A. McDonald, manufacturers' agent of Winnipeg, is at present visiting his Eastern principals.

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings



Deco-Tint Products

DECOTINT—A sanitary cold water paint for walls and ceilings.

HAT-BRITE—Straw Hat Enamel.

POLISH-OL—Auto and furniture polish.

METAL-BRITE—A metal polish for all metal surfaces.

DECO-WAX—A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

H+W

Twenty-Two Beautiful Tints for Your Customers to Choose from

DECOTINT solves the old, old riddle of how to secure permanently beautiful interior walls and ceilings at little cost.

Decotint—so inexpensive, so artistic, so sanitary—in a range of twenty-two beautiful tints from among which it will be so easy for your customers to select the color combination they most desire.

Decotint is put up in handy-sized packages and is ready for use with the mere addition of cold water. It is very easy to apply and is extremely durable, retaining its original brightness and beauty indefinitely. Unlike cheap kalsomine paint it will not chalk or rub off on the clothing.

Order a supply now and let your customers know you handle this and the other Deco-Tint Blue Labeled products listed here.

THE DECO-TINT COMPANY
897 Centre Street
MONTREAL

Weekly Paint Markets

Montreal

MONTREAL, February 23.—Although quotations locally on linseed oil are unchanged at the time of going to press, the market is still in a strong position with revised prices not unlikely at any time. The market levels are exceedingly hard to follow, revisions being announced almost from day to day. Flax seed continues very firm, although the rise in the market is not as rapid as last week, and fluctuations are now apparent. The trend, however, is still in an upward direction owing to reports of estimates on Argentine crops, indicating a shortage of this yield. Figures, in fact, now place the total yield lower than at first reported. Turpentine prices are also unchanged on the local market this week, but the position of the product in Southern circles is still firm, with demand gradually improving. A price of 5 cents lower than given in report this week is quoted in some quarters, but it is pointed out that existing levels in the South do not warrant these lower quotations and a revision upwards is not unlikely when present stocks become exhausted.

Shellac prices record a slight reduction in some quarters, while other firms are maintaining former higher levels. The market is by no means easier, outside centres reporting a firmer tone recently with demand improving. White lead and oil and putty are unchanged and sales expected to show an improvement with the approach of the active spring season. The same can be said of paint, varnishes and allied products. With quotations on all lines now on a settled basis, the season will commence in earnest within the next few weeks.

LINSEED OIL MARKETS MAINTAIN HIGHER LEVELS

Montreal.

The following quotations on linseed oil can only be termed the average level on this product. The market is exceedingly difficult to follow with accuracy at present, and a variation of 7 cents per gallon exists among local distributors. Prices are again increased this week in some quarters, while other firms are quoting unchanged figures, which are slightly lower than those given below.

Daily fluctuations continue to feature the seed market, with the trend still in an upward direction. The rise, however, during the past week has not been of such a rapid nature as was evident in the week previous. It is for this reason that local crushers are now in the belief that the recent gain is more natural than was at first anticipated. Flax seed for some time past has shown fluctuations, and the first indication of an advancing market was then looked upon as another turn of a fluctuating market. However, it is now said to be past that stage, and two factors, a growing demand and short Argentine yield, are really behind the present upward movement. Speculation was also charged as being responsible in the earlier stages of the present advance, but it is now felt that something more substantial is backing the steady gain.

From recent reports there is little improvement in the Argentine situation. In fact, crop estimates now place the yield at lower figures than was at first reported. It is now generally accepted that the total crop will be very disappointing with every likelihood that a shortage, reaching considerable proportions, will be felt at a later date. Following are average quotations:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal	1 08	1 10
3 to 5 barrel lots, per gal...	1 06	1 08
Less barrels, add 10 cents per gallon.		

EASIER QUOTATIONS NOW APPEAR ON SHELLAC

Shellac prices locally record a slight reduction this week, orange shellac being reduced 15 cents per gallon in both barrels and one gallon jugs, while white shellac in 5 gallon jugs is reduced 40 cents per gallon and in one gallon jugs 20 cents per gallon. It might be well to point out, however, that the undertone of the market has not weakened and these reductions are only made by some firms, while others again are maintaining former higher quotations. Reports from outside primary markets indicate that from the present outlook, prices of shellac are on an upward turn because of the advance in Sterling and the firmer situation in Calcutta. Much of course depends on demand and this will likely increase in the months following.

SHELLAC—	
Orange shellac, in barrels	4 00
Do., in one gal. jugs	4 30
White, in 5 gal. jugs	4 50
Do., in one gal. jugs	4 80

TURPENTINE PRICE UNCHANGED MARKET CONTINUES FIRM

Montreal.

Average current quotations on turpentine are this week unchanged, although on this product also there is a price variation existing among the various distributors. The situation on turpentine seems to be that while Southern markets continue to display a firm situation, local dealers do not seem disposed to follow quotations at outside centres until their stocks become depleted necessitating further purchases. The present levels at Naval stores in the South warrant somewhat higher prices than are quoted locally in some quarters, and if the market remains firm, there is every likelihood of prices advancing with dealers who are now quoting from cheaper stocks still on hand.

Fluctuations now feature the markets at primary centres, and during the week easier quotations developed, followed, however, by an improved demand, when prices again recovered to former levels. Supplies are still none too ample, producers only offering what is required for present demands. It is pointed out by local distributors that until more supplies are available, which will in all likelihood be at time of new crops, prices will in all probability remain quite firm. Following are average local quotations:

TURPENTINE—	Imp. gal.
1 barrel lots	1 32
2 to 4 barrel lots, per gal.	1 30
Broken lots	1 42

STEADY MARKET ON WHITE LEAD AND PUTTY

Montreal.

No further change is recorded in the market for white lead in oil and putty since the revision in smaller cans announced last week. The undertone of the market remains fairly steady although raw materials, especially linseed oil, is now much stronger in tone, thus furnishing a firmer standing for both of the above products. Following are revised quotations on putty, while white lead and oil is still quoted at $12.00 in 5 ton lots, $12.75 in 1 ton lots, and $13.10 in less quantities.

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk drums, 100 lbs.....	5 00	5 50	5 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
5 lb. tins	9 25	9 75	10 00
1-lb. tins	11 25	11 75	12 00

Pure Linseed Oil Putty, $1.50 per 100 lbs. ad-

Toronto

TORONTO, February 23.—Slightly easier tones in both the linseed oil and turpentine markets and an increase in window glass prices, provide the most notable features of the current paint market reports. Fluctuations in flax seed prices are given as the primary cause for the tendency to relax in the tone of the oil markets, but whether this development is of a

Continued on page 52

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Floglaze Velvet Finish

Registered

(The Can with the Orange and Black Label)

There is no limit to the sales possibilities of a decorative material such as **Floglaze** Velvet Finish. This dull mat enamel is in strong demand for the finishing of walls, ceilings, woodwork, etc., of homes, hospitals, schools, churches and such like.

Owing to its unique composition, **Floglaze** Velvet Finish produces a dull lustre in a natural manner. This dispenses with the usual necessity of rubbing or polishing. Being readily washable without injuring the finish, enables bright, sanitary conditions to be maintained at all times.

Floglaze M L QUALITY

Floglaze Velvet Finish furnishes a powerful lever for the increasing of profits in your paint department.

Our dealers' booklet, "A Guide to larger Profits," describes Floglaze Velvet Finish fully. Write for this book.

"Make 1922 your greatest Paint and Varnish year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B. C.

PAINT MARKETS

Continued from page 50

temporary nature only and future firmness will be recorded is indeed difficult to determine. Recent reports indicate that the yield per acre in Argentine flax seed is distinctly disappointing, and estimates covering the surplus available for export have shrunk several million bushels. This resulted in northwestern markets advancing seed prices rapidly, and the premium placed on Canadian flax seed has been primarily reflected in oil quotations during recent weeks. Some indications of speculation were considered as contributory factors in this movement when the upward trend commenced, but later developments have maintained the recent gains. Reports that English and Dutch linseed oil has been offered in southern centres at prices below the domestic product, have caused a number of market observers to look for a reaction in quotations during the near future. The general inquiry for forward delivery is stated to be a little better, with current business along conservative lines. Linoleum and paint manufacturers, as well as some other large consumers, are said to be waiting developments in this direction. Present stocks of linseed oil, however, are not large, and with the Spring paint season, now approaching, crushers anticipate heavier demands of a general nature.

QUIETNESS IN SHELLAC BRINGS UNSTEADY PRICE

Toronto

Prices on shellac remain nominally unchanged on the local markets, although some easier price levels are recorded in certain quarters. Gum shellac quotations are still firm, and the current situation indicates a moderate demand for this product, rather than a weakness in the primary tone. The Calcutta market is strong at present, and this factor is expected to enter into future prices. An improvement in the demand generally is also looked for in the near future. Following are the average local quotations:

	Pure White Per	Pure Orange Gal.
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

NEW HIGHER PRICE LIST ON WINDOW GLASS

Toronto.

A revised list price on window glass recording slightly higher levels has now appeared on the local markets. The new quotations show an advance of 50 cents per case, on the smaller lights of single diamond, and 75 cents per case on double diamond. In the larger sizes of the latter quality glass, however, quotations are nominally unchanged.

The reason for the increase is attributed to the continued firmness in the Belgian glass markets, which importers and distributors in domestic circles state has resulted in the margin between costs and selling prices gradually shrinking for some time past. The present increase is described as moderate in view of existing circumstances. The primary glass markets have recorded a firm tone for some weeks, as outlined in previous reports contained in Hardware and Metal. The volume of Spring booking for window glass is described as good, and current orders are fair for this season of the year. The fact that an extensive building program is anticipated throughout the country in general, is expected to be reflected in a brisk demand for window glass. The revised price list follows:

GLASS—Window.

	Star or Single Diamond 16 oz.	Double Diamond 24 oz.
CASE LOTS:—		
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins	8 45	13 80
61 to 70 ins. N	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35
101 to 105 ins.		25 05
100 to 110 ins.		27 80

FLUCTUATIONS IN SEED PRICE RESULT IN OIL QUOTATIONS VARYING

Toronto.

Fluctuations on the flax seed markets render prices an erratic problem from day to day. Seed levels have now receded slightly from the higher mark recorded during the recent sudden spurt. Of what duration these easier flax seed prices will be, however, is practically impossible to determine owing to southern contributory causes. Another upward movement may be revived during the next few days. The current situation, therefore, provides a variety of prices on linseed oil. The levels noted last week of $1.15 for raw, and $1.18 for boiled in barrel lots have been shaded by approximate prices during the week owing to the prevailing seed market conditions. The firm undertone to linseed oil and the recent rise in quotations is attributed to the growing demand for both oil and flax seed, coupled with more recent reports covering the Argentine crops which place the southern yield on a lower basis than at first estimated. Following are domestic quotations on oil including the average spread noted in local reports.

LINSEED OIL—

	Per Gallon Raw		Boiled	
1 to 2 barrel lots	1 11	1 15	1 12	1 18
3 to 4 barrel lots	1 10	1 14	1 11	1 17
6 to 9 barrel lots	1 08	1 12	1 09	1 15

Less barrels, add 15 cents per gallon.

SLIGHTLY EASIER TONE NOTED IN TURPENTINE

Toronto

The turpentine markets record a slightly easier tone this week, but local quotations are again showing a range. Due to the lack of demand, prices at southern distributing centres eased slightly, but were again firming up a few days later as the current requirements of consumers became evident.

Foreign demand for turpentine is also very light, and large dealers at Savannah are reported to have shown a disposition to underbid the nominal prevailing market level. The fresh supplies are described as very meagre, with producers marketing from their stocks of tanked turpentine as the buying movement indicates. Conditions now seem to favor a fairly steady market tone, without any marked revisions in price, at least until the new crop appears in a couple of months.

Meanwhile, an interesting situation has developed as regards prices on the domestic markets. Distributors holding stocks of turpentine purchased at slightly easier levels are offering such supplies at around $1.34 per gallon. Between this price, and $1.40, represents the spread in quotations recorded locally this week.

U. F. O. BUYS BINDER TWINE FROM IRELAND

(Continued from page 27.)

pared with American prices, and by the quotations which will shortly be made by American producers, but the figures quoted will give some idea of the extent of the order which the U.F.O. have sent to Ireland for binder twine.

It is, therefore, obvious that the twine with which the hardware trade will have to compete this year is Belfast twine, thus creating a different situation from last year when both the dealer and the U.F.O. dealt in practically the same line of goods even though the tags may have shown different brand names. It is rumored that the order was placed on a basis whereby the U.F.O. will secure a price of ¾c. to 1c. lower than the prices named by the U.S. and Canadian makers. Whether or not the U.F.O. customers will buy their twine at a lower price than that of the distributors of U.S. and Canadian twine remains to be seen.

PITTSBURG MARKETS

Continued from page 46

sumption, as stocks were then fairly well liquidated. Early winter brought a recession, and the rate the last week in December was under 18,000,000 tons. Now the rate is up to 28,000,000 tons, showing a very sharp increase in seven weeks, and a 20 per cent. gain over the rate of last autumn.

The full force of the spring demand is of course not felt as yet, and thus the prospect is that production will reach still higher rates in the next couple of months. Presumably there will be a tapering off towards summer, but there is no reason apparent for demand not showing a still higher tide next autumn, for fundamental conditions are improving continually and perhaps no more slowly than one should expect.

Requirements Widespread.—Demand for steel is widespread, almost universal. No consuming line is conspicuous for the size of its demand, and no line is conspicuous by its absence from the market, excepting alone the agricultural implement trade.

The outward mark, or stencil, of Fire Boiled

"Guaranteed Fire Boiled Linseed Oil"

—You don't need to say all that

—just say

Baden Boiled

When you say that word, Baden-Boiled, it indicates, to men familiar with linseed oil, that you want Fire-boiled or kettle-boiled oil. They know that in saying Baden-boiled you are merely saving words. They know that Baden-boiled is merely the short way of saying, "the best of fire-boiled or kettle-boiled linseed oil, the oil that has been the standard of comparison since 1864."

The Premium on "Baden Boiled" over Raw is three cents while the Premium on "Steam-Boiled" is only one cent.

The Dominion Linseed Oil Company

~~Limited~~

Baden Toronto Montreal Winnipeg

PILKINGTON
BROTHERS LIMITED

We manufacture GLASS for all purposes, including:—

Polished Plate—For store fronts, high-class buildings and homes, automobile windshields, wind deflectors and visors, show cases, shelves, bureau and table tops, etc.

Polished Wired—A transparent fire retardent, for elevator doors, light wells, and all places where fire-resisting qualities with a high percentage of light and transparency are required.

Mirrors—Plain and bevelled—for furniture, store fixtures, etc.

Window Glass—Manufactured at our factory, Thorold, Ont., for all general purposes where a good clear glass is required at low price.

Wired Rolled and Cast—¼ inch thick. A highly efficient fire-resisting glass for factory windows, skylights, etc.

Rolled and Cast—⅛ inch to ⅜ inch. A substitute for Wired Rolled and Cast, but without the fire-resisting qualities of the latter.

Prismatic—For transmitting light into dark interiors. Particularly suitable for store front transoms, the rays of natural light being diverted to the inner parts of store.

Cathedral—White and tinted, for leaded lights, church windows, etc. Clear white Cathedral is also an artistic semi-opaque glass for doors, screens, etc.

Figured—White and tinted and of various patterns, for screens, partitions and doors in office and other buildings, bathroom windows, vestibule doors, etc., or wherever an opaque glass with good lighting qualities is desired.

Muffled, Fluted, Enameled—Used for the same purposes as Figured Rolled Glass, but in cases where a prominent raised pattern is not desired.

Washboard Glass—For making washboards. Highly regarded for cleanliness, and, of course, rust proof.

Patent Corrugated—For working in with standard corrugated iron in walls and roofs of buildings.

Glass Battery Cells—For storage batteries. Glass is immutable and therefore does not deteriorate, so that with ordinary usage a glass cell will last forever. Also with glass cells the elements can be seen without removing the lid, thus saving a lot of labor and eliminating an important cause of breakage. These cells are now being used by many railroad companies in Europe for train lighting systems.

Specify Pilkington Glass and see that you get it

Factories:

THOROLD, ONTARIO ST. HELENS, ENGLAND

DEPOTS

HALIFAX, MONTREAL, TORONTO, WINNIPEG
CALGARY, EDMONTON, VANCOUVER

Canadian Central Office:—St. Catharines, Ont.

"PILKINGTON Quality is Unexcelled"

CHURCH'S COLD WATER
Alabastine

1922 ADVERTISING

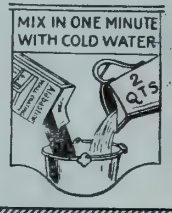
During this year the Alabastine Co. Paris Limited have planned, prepared and are just about to start one of the most comprehensive advertising campaigns in the history of this company. Attractive advertisements with strong selling copy have been prepared and scheduled to appear consistently throughout the year in the leading papers in Canada. These advertisements tie up strongly with our window displays and sign posters and as well with magazine advertising appearing in the big American publications.

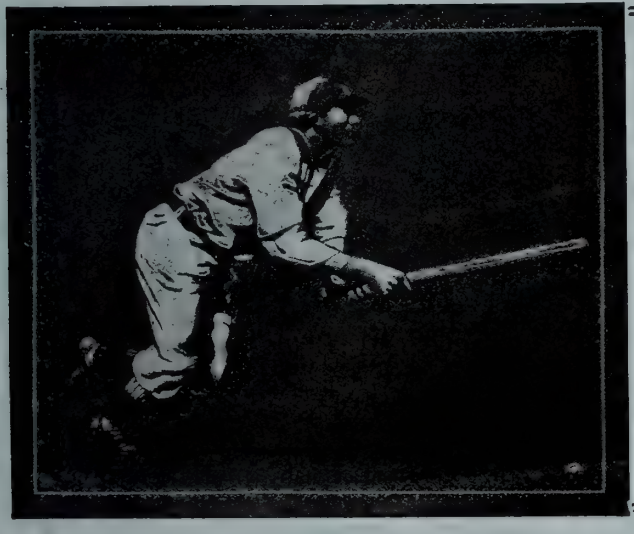
The retail price is

Full size packages 75 cents
Half size packages 40 cents

The Alabastine Company, Paris, Limited

Paris, Ont. Winnipeg, Man.



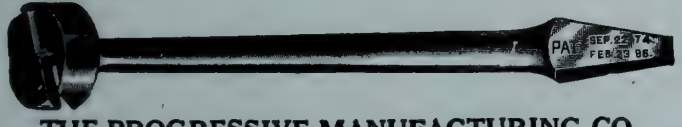


---and made a hit!

Merchants find these excellent bats make a hit with their baseball customers and sell out early in the season. These bats are made from clear, straight-grained ash. They are shaped and finished to suit the most critical "fan" that ever came to bat.

Send for new price list just issued.

St. Marys Wood Specialty Co.,
Limited
St. Marys Ontario



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Subscription price of HARDWARE and METAL is $4.00 per year or less than eight cents per issue.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S Mush	.....	.....	11 50
22 Long	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
46/70-405	133 00	.....	.....

Dominion Ammunition —Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor- $14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys Axes, doz. ...	9 50	10 50
Hunters' axes, doz.	8 00	9 50
Single bits, doz. ..	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 ....1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50
Axes, bench, 60% off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12, each..........$0 50
12 or less than 50, each..... 0 45
50 or less than 125, each.... 0 43
Bbl. lots of 125, each....... 0 39
"Reliable" Ignition, 2½x6. inch.
less than 12, each 0 50
12 or less than 50, each . 0 45
Box of 50, each 40½
Bbl. lots 125 each, each.. 37½
F.o.b. factory, Toronto. F.o.b. warehouse, Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65% per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30 00
17-16....	12.00	32-16....	30 00

Discounts from Standard List
Gilmore auger bits 25-2½%
Do special, ...40-5%
Do., car bits, ...12½-5%
Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen

No. 1, Daisy $35 00
No. 10, Daisy 40 00
No. 33 ... ... 21 00
No. 35 ... . 38 00
No. 36 ... ... 43 00
Perfection 40 00

BOARDS—WASH.

Zinc and Glass Per Dozen
Baby Globe $2 45
Beaver (brass) 8 00
Competition Globe (metal) .. 5 90
Diamond King (glass) 8 00
Enamel Queen 9 00
Glass Globe 8 00
Improved Globe 5 25
Jubilee 5 80
Neptune 5 25
Waverley (zinc) 5 25
Newmarket King 5 80
Pony 2 45
Royal Globe (zinc) 5 25
Original Globe, solid back ... 5 95
Standard Globe 5 25
Supreme (zinc) 6 50
Western King (Enamel) 9 00

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.
Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list). ⅜ in. dia. and smaller, 6 in and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus [illegible]
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon— Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS Base

Sheets, base, Montreal 0 25
do., Toronto 0 23
No. 4 ... . 32 50
Rods, base ½ to 1 in., round,
Do., Montreal 0 23
Do., Toronto, ... 0 21
Tubing, seamless, base, Montreal 0 32
Do., Toronto 0 25
F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings............$ 6 65
No. 5, standard............ 7 50
Little Beauty 9 40
Royal Blue 13 90

BUTTS Wrought Steel—

No. 840 ....Less 10%
No. 800 .... Net
No. 838 ... ...Less 10%
No. 808 .... add 10%
No. 804 ... ... Less 17½%
No. 802 ... ... .Net
No. 810 ....add 25%
No. 814 ... ... add 20%
F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal
Per bag, f.o.b. cars 0 98
Per bag, delivered 1 05
Less car lots—
Per bag, f.o.b., yard 1 09
Per bag, delivered 1 19
Less 5 per cent.
Car load lots— Toronto.
Per barrel $3 70
Less car lots—
Per bbl., f.o.b. yard 4 30
Per bbl., delivered 4 50
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
F.O.B Montreal Toronto.

FOOD CHOPPERS

Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.
Toronto, Hamilton, Fergus, London, St Mary's.

Favorite	Side Lever	Bow Lever and Power.
No. 0	9 30	9 75
No. 1.......	60	10 05
No. 2	10 20	10 65
No. 3	10 95	11 40
No. 4	13 35	13 80
No. 5...	13 35	13 80
No. 6		27 00
No. 8...		36 38

Net List.
F.o.b. St. Mary's, London or Fergus.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM— Each

Big Ben $3 43
Good Morning 1 40
Lookout 1 90
Sleepmeter 2 10

CLOTHES BARS AND DRIERS Per doz.

No. 2 ... ... 19 00
No. 3 ... ... [illegible]
No. 4 ... ... [illegible]
No. 5 .. .. 16 00
No. 6 ... ... 13 00

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 100 ft.
18—100 ft. lengths 5 65
18—5 0ft. lengths 6 25
19—10 ft. lengths 4 70
19—50 ft. lengths 5 56
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS Doz net

No. 3 . . . . 17 50
No. 3½ 19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz

No. 101 ... ... 1 40
No. 111 ... ... 1 60
No. 121 ... ... 1 70
No. 127 ... ... 2 30

COMBS—CATTLE—

98 ... ... 2 00
100 .... 2 85
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb...	0 39	0 37
Polished and Tinned. 16 oz. and heavier, lb.	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb. 0 53
No. 7, lb. 0 52
Nos. 8, 9, 10, 12 .... 0 51
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 bls. — Montreal, $7.75; Toronto, $8.00; London, $7.75.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

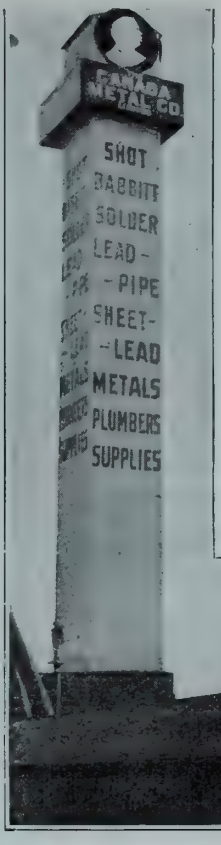
STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

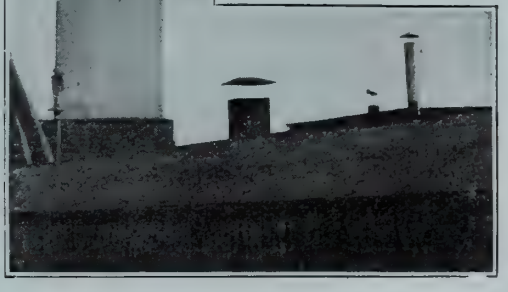
ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.



SHOT

SHEET LEAD
LEAD PIPE
BABBITT
SOLDER



Low Price
High Quality
Immediate Shipment.

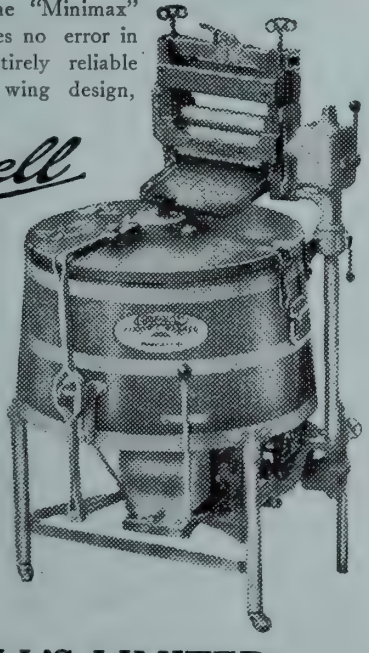
THE CANADA METAL CO., LTD.
TORONTO

IT PAYS A DEALER
to be sure of his goods

The dealer who stocks the "Minimax" Washing Machine makes no error in judgment. It is an entirely reliable machine of the newest wing design, dolly type. Like all

Maxwell

Products, it embodies the most approved modern features — quiet action, compactness, a swinging, reversible, quick-release wringer, and adjustable "4th" leg for uneven floors and draining. The sheerest and the weightiest fabrics are washed by the "Minimax" with equal success.



MAXWELL'S LIMITED
St. Mary's, Ontario

Winnipeg Representatives:
Bissett & Webb,
126 Lombard St.

Montreal Representatives:
Jas. S. Parkes & Co.,
290 St. Paul St. West.

"Maple Leaf"—

This name and trademark on any Saw stands for quality and good workmanship.

Maple Leaf Saws are used all over the world. Their popularity is increasing rapidly. Stock MAPLE LEAF Saws, and you have the "Proven Best."

Made - in - Canada

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

DAMPERS— Doz.

Cast, Champion, 5 inch ...$1 42
6 inch 1 57
7 inch 2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 0......... 40 2
2 ft. 10 in., doz. 40 80
2 ft. 7 in., doz. 41 40

DRILLS—

Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.
⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c;

DRILLS—Continued

19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70: 25|32, $1.80; 13|16, $1.90: 27|32, $2: ⅞, $2.10.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

Blacksmith's, ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—

See prices under Sandpaper.

ENAMELWARE—

See pricse under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—

Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—	Per Cent. Mont.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—	Blk.	Galv.
Class—	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT

Close and short, 4 in. and under. 50 per cent.; 4½ and larger, 40%: long, 4 in. and under, 60%; 4½ in. and larger, 50%: runing thread, 4 in and under, 30%.

FLY TERROR, per doz......$4 75

FRAMES (Hack Saw)

per doz.
Mechanics, polished nickle finish. 7 90
Do., nickel finish 6 25
General purpose, do......... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b., Prescott.

GRINDSTONES

Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3.75
Bi-Treadle, each 9 75
Cycle BB. 8 75

GRINDSTONE FIXTURES Doz.

No. 22, $8.67; 23, $9.37; 21½, $10; 3, $11.50; F.o.b. Toronto.

HALTERS, ROPE.

Per gross.
Sisal, 7-16 in. $21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50
Prices, net.

HAME FASTENERS— Per Doz.

Dodson $4 60
Kling 4.00

HAMMERS, NAIL— Doz.

No. 21 .... $12 00
No. 1 .... 15 40
Nos. 1½ and 61½ 15 20

HAMMERS, SLEDGE—

Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—

No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—

No. 30, 1-lb. 9 20
No. 30, 1¼-lb. 9 90
Net.

HANDLES, (WOOD).—

All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	List.
Atlas No. 0	13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—

Per Doz.
No. 1 ... ... $9 75
No. 2 .... 10 75

HATCHETS, LATH—

No. 3 . . .. 10 00
No. 4 . . .. 10 75

HATCHETS, BARRELLING—

Nos. 50 and 60 . ... 14 00

HATCHETS, CLAW—

No. 7 . . .. 11 00
No. 8 . . .. 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—

Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.

Clark's No. 1 .... 2 22

HINGES, SPRING—

No. 200 and No. 20, per gr. 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 58	1 35

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.

Discount 30%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 per doz.	3 90	7 50
No. 3 per doz.	4 00	8 00
No. 4 per doz.	4 10	8 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Small made	and larger less 20c	and smaller
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	....
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	....
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "X-L" steel	0-4	9.60	....
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS—

Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto

Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC

Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point 15 00
Lightning 14 00
Heath's 14 00

LADDERS, ETC.

Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only.. 0 30
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. 0 48

Single and Fruit Picking

10 ft. to 16 ft. 0 26
18 ft. to 20 ft. 0.27
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

20 to 3 2ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft. . 0.45
Three section extension 0.45
F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain.$12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, Short or Long
1 doz. cases .. .. 1 35 doz.
3 doz. cases .. .. 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold Blast genuine ruby 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.

Steel Thumb, No. 2 ... . 2 00
Do., No. 3 ... ... 2 50
Do., No. 4 ... ... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
Do., style B	21 75
Do., Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home, Water motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor, ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Do., electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London. Hamilton.

MIXERS, BREAD—

Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net.

Liquid Veneer $16 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 ... ... 2 50
Crank wringing 7 35
Smarts', ... 4 00
No. 11, Janitor 4 70
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.

Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.

F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

F.o.b. Toronto, Guelph, London Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base

Barrett Roofings, Cements Industrial Paints etc.

THIS will be a big year for Barrett Roof-Repair Specialties. For most people are trying to save money. They're not going to buy new roofing if they can patch the old roofs and make them last another year.

That's one reason why the two Barrett products described below are going to be such fast sellers—they're the greatest materials on the market for making old roofs last longer.

Another reason they're going to sell fast is because our advertising campaign will remind them of Barrett products when they are thinking of repairing their roofs.

Everlastic Liquid Roofing Cement

One coat of Everlastic Liquid Roofing Cement makes old prepared and "rubber" roofings almost as good as new. It forms a smooth, tough, durable surface that adds years of extra service.

Mention this to your customers. They'll thank you for the money-saving suggestion. Everlastic Liquid Roofing Cement is easy to apply and comes all ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons.

Anyone can apply it

Plastic Elastigum Patching Cement

No wonder this famous Barrett product is called "the plastic cement of a thousand uses!" Patching leaks and holes in all kinds of roofs, repairing flashings, relining gutters and cisterns—these are a few of the uses for which it is unequalled. It's easy to apply and sticks to either a wet or dry surface. Don't be without a stock.

Relining a gutter with Plastic Elastigum

Sold in 1 lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, half barrels (about 300 lbs.) and barrels (about 600 lbs.)

MONTREAL TORONTO ST. JOHN, N. B.

The Barrett Company LIMITED

WINNIPEG VANCOUVER HALIFAX, N. S.

2½ inch... 0 30   5½ inch.. base
6 inch.. base
6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.90 base.

Owen Sound or Collingwood, $3.90 base.

F.o.b. Montreal, $3.90 base.

Freight equalized on above points.

Sydney and St. John, $4.05 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.90 base.

Sault Ste. Marie, Port Arthur, Fort William, $4.15 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 80
18 inch	5 50	48 inch	14 80
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 80
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—	per 100 lbs.
Special No. 1	$15 00
Plumbers' in 50 lb. bales	6 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½

Above prices net.

	Gallon
Black oil (summer)	0 23.0
Black oil (winter)	0 24.0
Capital, cylinder	0 75.5
Mach. oil, reg. grades	0 43.5
Imperial gas engine oil	0 63.5
Paraffine	0 23.5

List, less 15 per cent. above.

Imperial kerosene, tractor, heavy	$1 10
Do., ex. heavy	1 20

List less 10 per cent.

Polarine, per gal, list	1.15
Polarine, medium, list	1.15
Polarine, heavy, list	1.15
Polarine, ex-heavy, list	1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.09.90
Do., tank wagons, net	0.08.90
Do., tank cars, net	0.07.90

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING	Per lb.
Fine jute	$0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$1 95
4 gross (cartons), 4 in.	2 00
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 73
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$18 40
3 in. in 10-ft. lengths, list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$18 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$18 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

	Nominal
IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—	
No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's, Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$ 2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles

(4 Shingles in One), sq.	6 00
Everlastic (red or green) mineral surface, sq. 36" wide,	2 85
Do., 18" wide	3 30

F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—

In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F. H., bright	85 %
Wood, R.H., bright	82½%
Wood, O.H., bright	82½%
Wood, F. H., brass	80 %
Wood, R.H., brass	77½%
Wood, O.H., brass	77½%
Wood, F.H., bronze	75 %
Wood, O.H., bronze	72½%
Wood, R.H., do.	72½%
Square cap	50 %
Hexagon cap	50 %

Why "Owl" Roofing Dealers Make Big Profits

Because—

—Easy to Sell
—Widely Advertised
—Quality Proved
—Unusually Generous Margin of Profit

Owl Brand Roofing is a tremendous success because every roll fully substantiates its guarantee—no effort or expense is spared to give the soundest quality throughout. To handle Owl Roofing means "more profit," "more enthusiasm" and "more business." We make a good proposition to "Owl" dealers because we want the best—and we want their best **energy** and **push** behind "Owl" Roofing, so that this splendid product will be quickly made known at the time the public need it most. Owl Roofing is made from an all-rag felt, coated on both sides with pure asphalt stock—either side can be laid to the weather—Owl Roofing is fire resisting and free from taint in rain water—Owl Roofing is made 32 inches wide—108 sq. feet, nails, cement for seams, and instructions for laying with each roll.

Write now for Prices and other particulars

W. WALKER & SON, LIMITED

Wholesale Hardware and Iron Merchants

10-16 Alcorn Ave. - Toronto

OWL ROOFING

OWL ROOFING

Set Screws .. ..55 %

SCREWS No. 14 IRON BENCH
1 in. $11 25
1⅛ in. 13 50
1¼ in. 15 65

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
90 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 18 20

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright $4 40
Galvanized 5 40

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 17 00

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings—List adopted February 8, 1922.
F.O.B. Toronto, Hamilton, Montreal and London

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

McClary Glass Front Oven
No. 170, each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 580, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 580, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1, doz...... ...... $27 60
Star, No. 2, doz. 30 00
Sun, No. 1 .... 20 00
Sun, No. 2 .... 22 00

C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 60
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 80
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 35%
Flatway stop and waste cocks, Standard 54%
Brass steam cocks, stand ... 43%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans List, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18 30; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.,
Net extras, 26 to 40 lbs. of a size. $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. . .	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. . .	2.50	2.50	3.00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz.......... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.80.
Annealed base, $3.80.
Galvanized base, $4.10.
Barbed wire, $4.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.15; Montreal, $4.15.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Ese 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00

TINKER TOM'S TALKS.

Talk No. 347

THE 7TH TIME

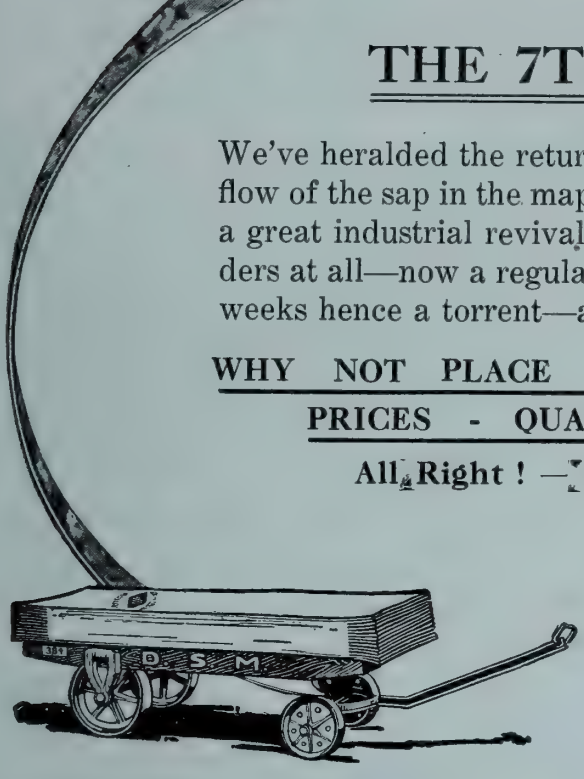
We've heralded the return of Robin Redbreast—the flow of the sap in the maples—and the awakening of a great industrial revival. A few weeks ago no orders at all—now a regular little stream daily—a few weeks hence a torrent—all wanting deliveries.

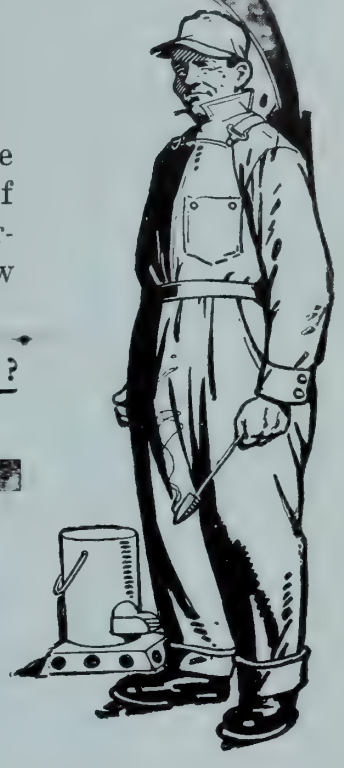
WHY NOT PLACE YOUR ORDER NOW ?

PRICES - QUALITY - SERVICE

All Right ! — Ask Your Jobber

TINKER TOM.



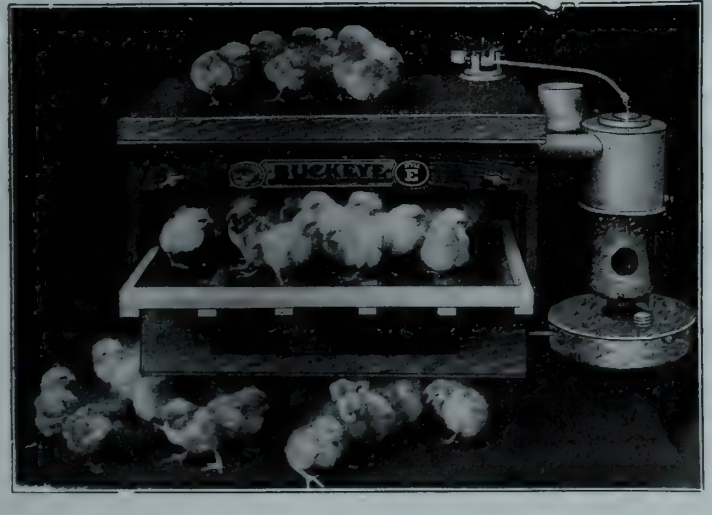


MADE IN PREMIER CANADA

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



BUCKEYE Incubators and Brooders

are

Profitable lines for dealers to handle. Make them both friends and money.

Buckeye Incubators

Built to hatch the most chicks and the best chicks and sold at prices that are consistent with the cost of building.

Buckeye Brooders

Will raise three chicks where one grew before and raise them better. Simple and easy to operate. Just need attention once or twice a day.

A Post Card will bring You Catalog and Prices.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

Rival	105 00
Model	91 00
Imperial	102 00

Discounts from above list 30%.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London Hamilton or St. Marys

Paints, Oils, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 10 0lbs. F. o. b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-08½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—

	per gal.
Ad-el-ite, white	$4 00
Ad-el-ite, tints	3 75

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 30
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 35
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Agate,	4 45
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford "All Around, List prices,

Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00
Star or

GLASS.—Window

Case lots	Single 16 oz.	Double 24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35
101 to 105 ins.		25 05
106 to 110		27 80

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

Ramsay's Dull tons, colors .. 3 35

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c: London, 55c: Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur, 75c per 100 lbs.

Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons. Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 9 75

F.o.b. Montreal.
Lead (red in oil)
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1, $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—
Fly, Creonoid—

Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	3.75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White, No. 328	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half-barrels		0 50
5s and 10s		0 60

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade	3 00	3 50
Water white	4 75	5 25

SHELLAC	Pure White.	Pure. Orange.
	Per Gal	
In bbls	4 50	4 00
Gal. jugs	4 80	4 30

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Fakoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C.P.C. Sun Varnish	4 30
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	4 89
Do., No. 2	4 48
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 72
Luxeberry granite	4 60
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 25
Ramsay's No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar	4 90
Dougall Transparent, floor	4 40
Do., Nogloss, interior	4 40
Do., Interior,	4 40
Copalite	4 90
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS	
Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 21

WATER PAINTS (per 100-lbs.)	White.	Colors.
Frescota	$7 60	8 50
5-lb. pkgs.		
Decotint	$7 50	$8 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

Hygienic Kalsomine. per 100 lbs.	White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX	
B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Lion Brand	0 38

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

WIRE NAILS (¼ to 12 in. inclusive.)
Common
Moulding
Finishing
Casing
Flooring
Clinch
Box
Light Car
Heavy Car
Siding & Clapboard
Common Spike
Hinge Nails
Barrel & Broom
Slating
Roofing
Sash Pins.
WIRE.
Bright
Annealed
Soft Drawn
Coppered
Tinned.
STAPLES.
BRIGHT OR GALVANIZED.
Fence, Poultry Netting

WIRE NAILS

WIRE HOOPS

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS
Operated by
THE CANADA METAL CO., LIMITED
TORONTO

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

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Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
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Good papers furnish A. B. C. reports to their advertisers.

Hardware & Metal is a member of the Audit Bureau of Circulations.

Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38

I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 38
Hillcrest 0 45

Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25
WOOD ALCOHOL ... ...Per gal.
In five gallons ... ...$1 [illegible]
Methylated Spirits 1 75
F.o.b. Montreal, Toronto, London

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	..$23 50	.....	.....
32 Short	.. 23 50	.....	70 00
25/20	.. ..	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	..	.....	209 00
25/35	...	.....	125 50
30/30	...	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	..	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	..	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 40% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip **Horn, 27c a lb.**
Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	....$6 00	18/16	....$12 00
4	...... 5 00	19	...... 14 00
5	...... 5 00	20	......14 00
6	...... 5 00	21	...... 16 00
7	...... 5 00	22	...... 16 00
8	...... 5 00	23	...... 16 00
9	...... 6 00	24	...... 18 00
10	...... 6 00	25	...... 21 00
11	...... 7 00	26	...... 21 00
12	...... 7 00	27	...... 24 00
13	...... 8 25	28	...... 24 00
14	...... 8 25	29	...... 27 00
15	...... 9 50	30	...... 27 00
16	...... 9 50	31	...... 30 00

Discount from standard list prices.
Irwin ....15% on list.
Common ......30% off list.

AXES
Single Bit $15 50 $19 00
Double Bit 24 00
Broad Axes 60 00

AXES, BENCH
Single Bit 10 80 13 00
Double Bit 17 00
Broad Axes 56 00
No. 5 .... 27 70
No. 6 .... 30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4 25 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in. to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5 50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15-10-10-10% off list.
Standard, 15-10-10% off list.
Extra, 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $10 00

BOLTS
Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.
2½ x 2½ in. 0 36
3 x 3 in. 0 37
3½ x 3½ 0 38
4 x 4 in. 0 50
4½ x 4½ 0 75
5 x 5 in. 1 30
Wrought steel—
No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN
Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2 $3.75; No. 3, $5.00.

CHURNS
Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 .... $10 88
Hand, Newmarket 3 60

CLOCKS—ALARM—
Big Ben 3 50
Baby Ben 3 50
America 1 40
Sleepmeter 2 10

CLOTHES LINE WIRE Doz.
50 foot, 19 gr. 3 70
100 foot, 19 gr. 6 50
150 foot, 19 gr. 9 60

COPPER
Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH
Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS
See Eastern List.
Bit stock discount 40%
Blacksmiths' ½ inch shank 35%
Straight shank 35%
Do., wire 25%
Taper shank 25%

EAVESTROUGH
Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES
Globe .... Discount 60%
Nicholson Gen. ... Discount 35%

FITTINGS—Malleable
Class A 65%
Class B and C, off new list 70%.
Bushings 30%
Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
+, 2½, 3*, 4", 5 and 20% off.
Nipples, 4 in., and under 40 & 10%

FRY PANS Each
Cast Iron, No. 8 ...... $1 05
No. 9 .... 1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
60 per cent.

GLOBES, LANTERN
Cold Blast 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE
Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No 3 .... 1 90

GRINDSTONES
Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain
No. 0, 1½ lb. $20 20
No. 1, 1¼ lbs. 19 05
No. 1½, 1 lb. 18 95
No. 2, 13 oz. 18 50
No. 22, 1¼ lbs. 15 00
No. 21, 1 lb. 13 65
Ball Face Doz.
No. 61, 1¼ lbs. 19 05
No. 61½, 1 lb. 18 95
No. 62, 13 oz. 18 50
No. 65, 1¼ lbs. 15 00
No. 64, 1 lb. 13 65

HAMMERS, MACHINISTS'
No. 30 up to and including
No. 1 .... 13 85
No. 1½ 16 15
No. 2 .... 18 50
No. 2¼ 20 20

HAMMERS, MASONS'
No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING
Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in.,$2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $9.85; hand rilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN
½ in. x 3 ply 9.50
⅝ in. x 3 ply 11.00
¾ in. x 3 ply 13.00

IRON GALVANIZED
Premier: Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng. 8 20
28 Am. or 26 Eng. 7 80
26 Am. 26 Eng. 7 20
24 7 05
22 .... 7 05
18 and 20 .... 6 90
16 .... 6 75

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 95
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17 50
Lightning 17 50

LADDERS, STEP
Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION
20 to 32 ft., per ft., 29¼c.; 36 to 40, 32¾c.

LANTERNS
Cold Blast
No. 2 Japaned 13 50
No. 2 Coppered 16 25
No. 2 Plain 12 75
Short Globe, doz. 12 75

LATCHES—THUMB, STEEL
Doz.
102 ... ... $1 85
103 ... ... 2 00
104 ... ... 2 30
Barn Door
5 .... 3 85
8 .... 4 25
9 .. .. 6 50

LEAD PIPE, $12.06 1 per 100 lbs.
LEAD WASTE, $12.96 1 per 100 lbs.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL
Raw, ... 1 20
Boiled, ... 1 23
Per gal.

MACHINES—WASHING
Each
Dowswell $9.55
New Century 16 30
Canadian 10 85

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS
O-Cedar, No. 1. ....$16 00
O-Cedar, No. 3 .... 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt .	.....	$10 50	$11 00
Empress .	.....	12 50	13 25
Daisy . ..	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade .	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld..	12 45	13 00	13 45

NAILS
Wire, f.o.b. Fort William, $4.20 base; Winnipeg, $4.80. Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS— Gallon

Kerosene 0 23½
Gasoline 0 35½
White Rose gasoline 0 38½
En-ar-co Motor Oil, med. and heavy 1 10
Do., ext. heavy 1 10
Black (summer) 0 32
Black (winter) 0 33
Imperial kerosene tractor . 1 10
Capital cylinder 0 82½
Castor machine 0 50½
Imperial gas engine 0 70½
Discount 10%.
Polarine 1 25
Polarine A 1 25
Polarine heavy 1 25
Gargoyle Mobile A 1 70½
Gargoyle Mobile B 1 80½
Gargoyle Mobile BB 1 80½
Gargoyle Mobile E and Arctic 1 55½
Fuel oil 0 14
Discount 25%.
Wm. Penn Motor, medium 1 25
Do., heavy 1 25
French C, medium 1 00
French A, heavy 1 00
Transmission, No. 1 .... 1 00
Steam Cylinder, No. 650C. 1 00
Volunteer, reg. gas engine 0 65
Century Caster Machine ... 0 52
Melrose Harvester machine.. 0 70
25% and 10%.

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white 4 10
Stephens' colors 3 75
Stephens' floor 3 70
Silkstone white 3 60
Silkstone colors 3 50
Stephens' barn 2 15
Stephens' barn, extra color 2 35
Lion white 4 10
Lion colors 3 75
H. D. floor 3 70
Velvetone white 3 60
Velvetone tints 3 50
Ramsay's white 3 95
Do., colors 3 60
Dultone, white 3 60
Do., colors 3 50
Martin-Senour, white 4 10
Senour's floor 3 70
M.S. Neutone, white 3 60
M.S. Neutone, colors 3 50
M.S. Red Schoolhouse 2 40
M.S. Standard Barn 4 15

PAPER, BUILDING

Dry Fibre, No. 1 ... .$1 30
Sunrise 0 75
Anchor, tarred 1 20
O.K. tarred 1 20
Tarred Felt. 5 35

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons $5 00
25-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 75/5%; flat head, 77½/5%; oval head, 75/5%; round head, brass, 70/5%; flat head, brass, 75%; coach, 45 per cent.

Set screws, 45 per cent., Cap screws, 40 per cent.

SCYTHES— Doz.

Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge 5 70
12 gauge 5 70
14 gauge 5 80
16 gauge 5 90
18-20 gauge 6 30
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 65

STANDS Each

Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled $109 00
Household, japanned 97 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen ... 3 00
Little Queen, per doz. 4 50
Little Jewel 17 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.45, Fort William; $5.05, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 38 I.C. box 26 25
20 x 38 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.55 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Cotton, 4-ply, cones 0 48
Cotton, 4-ply balls 0 32

VARNISHES—

Stephens' Luminette, gal. ... 3 75
Stephens' Exalite, gal. 4 25
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—

Scotch Grey Granitewear
Colonial Imperial Pearl, 30 and 2½% off.
Premier Canada Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list, plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain, 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms, list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.

Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50%.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing 0 22
WHITE
XXX Extra 0 18½
XX Grand 0 17½
XLCR 0 16½
X Empire 0 15
X Press 0 14½
COLORED
Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular J 0 11
Keen 0 09¼

WEIGHTS, SASH Per 100 lbs.

Sectional $7 50
Solid 7 00

WELL WHEELS Doz.

Cast, covered, 8 in....... $11 60
Cast, plain, 10 in. 15 60
12 in. 18 90
14 in 24 00

WHEELBARROWS Each

U. S. ....$ 6 60
General purpose 7 90
Stone 13 75
Navvy, doz. 105 00

WIRE—BARB—

Lyman, 4-point, $4.15, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $8.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9. $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural—
6-inch 5 00
8-inch 6 00
10-inch 7 00
12-inch 9 00
15-inch 12 00

Perfect Handle—
6 inch 15 00
8 inch 17 50
10 inch ....
12 inch ....
15 inch ....
18 inch ....

WRENCHES—PIPE

Trimo—45 per cent. off list.
Stillson—30% off list.

Always Ready	—Dozen— Black.	N. P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.

Regent $69 00
New Era 76 50
Universal 49 50

Why Hardware Mailing Lists Are Not Complete

WE ARE frequently asked why many of the so-called complete hardware mailing lists are incomplete and miss many hundreds of the best hardware stores in Canada. There is a reason.

If you take a complete list of the hardware firms rated in Dun's and Bradstreet's as hardware firms, you will be short upwards of 900 of the best hardware firms in Canada. This is due to the fact that upwards of 900 of the leading hardware stores in Canada, are the hardware sections of department or general stores. There is nothing in the commercial rating books to indicate which of the many thousands of department or general stores have hardware sections. For instance, in one Western Canada city there are four general stores and one exclusive hardware store. One of the general stores has a strictly modern hardware section. The only way in which you can find out which one of the four stores has this department, is to visit the town and call on all stores. The same condition exists in hundreds of other places in Canada. The cost of doing this for one mailing list or one publication would be absolutely prohibitive. The MacLean Publishing Company, however, have sixteen publications, and send crews of salaried circulation men into every city, town and hamlet in the Dominion from Coast to Coast. Representing sixteen publications these men call on practically every business man in a town or city. The MacLean Publishing Company has been working on this plan for upwards of 30 years. The result is that to-day HARDWARE AND METAL has as paid subscribers, in addition to exclusive hardware stores, upwards of 900 of these strictly modern, up-to-date hardware sections and very few of these names are on mailing lists, with the exception of the list used to mail out our paper.

Another important point is that on our mailing list several hundred copies go addressed personally to the men in charge of the buying. Circulars sent from the average mailing lists merely go to a firm name along with a large quantity of other circular matter and is somewhat of a hit or miss proposition. With HARDWARE AND METAL there are hundreds of cases where the name of the buyer also appears along with the company address.

Subscribers to HARDWARE AND METAL buy our paper because they

need it in their business and because they study it each week for news of the trade, new goods, market information and for additional information rgarding goods which the merchants are carrying in stock. Several hundred merchants prepare their advertising in their local papers, from information which they take out of the advertisements in HARDWARE AND METAL. Window trimmers in hardware stores study HARDWARE AND METAL for ideas on seasonable goods which they can display in the show windows. The men behind the counter are among the closest readers of HARDWARE AND METAL because in it they find a vast amount of information regarding goods which they are called upon to sell each day. Dozens of leading jobbers' salesmen carry copies of the current issue of HARDWARE AND METAL along with their catalogs and go through these issues with their customers. One of the leading wholesale buyers, (name on request), stated that he "much preferred to buy lines advertised in HARDWARE AND METAL because he found that these lines were the quickest sellers and were the lines in which the travellers took the greatest interest."

It is therefore of the utmost importance that any advertising matter you wish to place before the trade, should reach as many of these hardware men as possible. It is an easy matter to claim that you cover the whole hardware trade but HARDWARE AND METAL knows from thirty-three years' experience that it takes many years of honest, intelligent effort to get a complete list of the hardware buyers in Canada. A large staff is also required to keep lists up to date, record business changes, new firms, etc. We offer you the most complete list through the advertising pages of HARDWARE AND METAL.

The Thirty-fourth Annual Spring Buying and Directory Number will carry your message to the most complete hardware list in Canada. Date of issue March 18. Several forms are already complete. This has been an annual feature in the Canadian hardware trade for thirty-four years. Owing to the fact that a great deal of buying will take place in the next two months this Buying and Directory Number will fill an important need this year. Many of the present low stocks will be replenished with the goods advertised in the Thirty-fourth Annual Spring Buying and Directory Number. If you wish to share in this business, write us for further details without delay.

HARDWARE & METAL

Office of Publication

143-153 University Avenue : Toronto, Canada

BRANCHES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
Canadian Hart Products Ltd., Hamilton, Ont.

ADVERTISING SPECIALTIES
Aluminum Specialty Co. of Canada, Toronto.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Ames, Holden, McCready, Limited, Montreal.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Maybilt Radiators, Ltd., Winnipeg, Man.
Motor Sundries Corp., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BALE WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

BAROMETERS
Taylor Instrument Companies, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BILLET, BLOOMS AND SLABS
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Fittings Limited, Oshawa, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BROOMS
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING,
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CASTINGS
Fittings Limited, Oshawa, Ont.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIRS—WIRE
The B. Greening Wire Co., Ltd., Hamilton.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Fittings, Limited, Oshawa.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ICE CUTTING TOOLS

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING

KNIFE CLEANER
The Veno Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.
Whites, Limited, Collingwood, Ont.

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungster Lamp Co., Hamilton, Ont.

LAMP BLACK
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
R. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sharwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

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PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwel-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.

POWDER, SMOKELESS

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.

PULLS, DRAWER

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Maxwells, Ltd., St. Marys, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Fraser Co., Agents B. S. A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Dean Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
E. C. Atkins & Co., Hamilton, Ont.

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SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Heary Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

SINKS
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Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
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Warren Forge & Tool Co., Warren, Ohio.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

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The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Aluminum Specialty Co. of Canada, Toronto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

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SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Can. Foundries & Forgings, Brockville.

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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London Rolling Mill Co., London, Ont.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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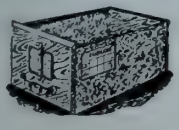

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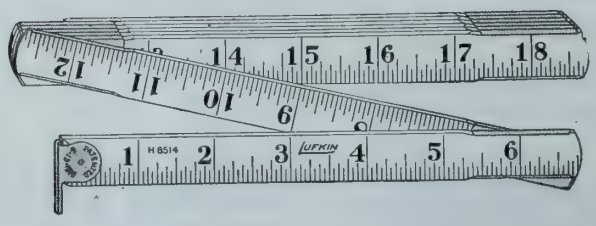
LUFKIN RULES

STEEL



SPRING JOINT

BOXWOOD

Meet ALL the Requirements of the Mechanic

Embracing in addition to the old and sturdy qualities,
Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use and Saving of Time
APPEAL TO MECHANICS ON SIGHT

Ask your jobber.

Made in Canada

Send for catalogue

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR ONT.

BROWN & SHARPE MACHINISTS' TOOLS

Their superiority is known by mechanics the world over—that's why they mean prestige, profit and satisfied customers to the dealer.

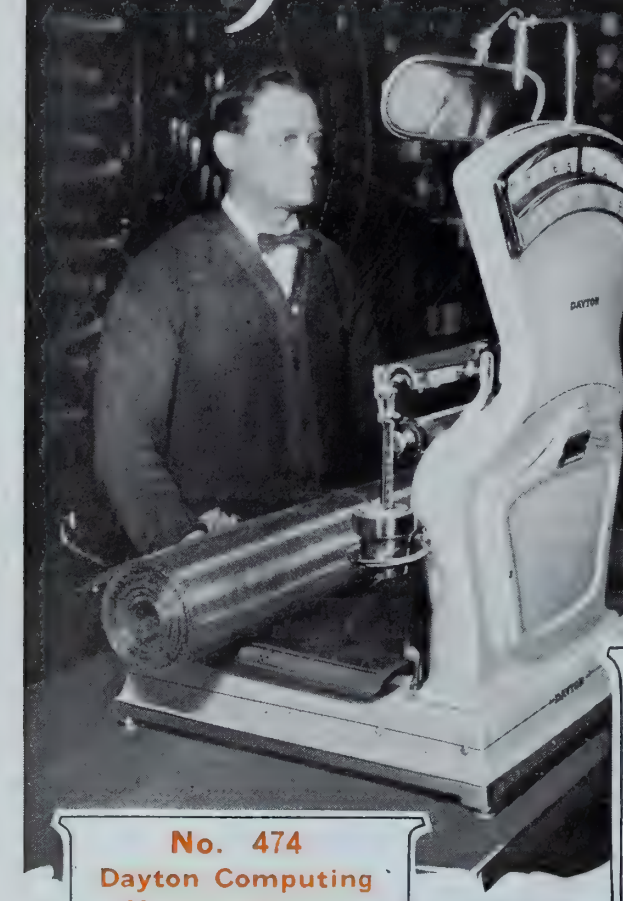
B·S
TRADE MARK

THE old timer, the mechanic with knowledge gained through the years, places his confidence only on the best — he uses Brown & Sharpe Tools. And he recommends these Tools to the apprentices of to-day who become the mechanics of to-morrow. That's why Brown & Sharpe Machinists' Tools are a source of profit to the dealer who sells them. And the dealer benefits not only from their sales, but from the sales of other goods as well. The confidence inspired by these fine tools causes the user to return for his other requirements to this same dealer.

—We Protect the Dealer—

BROWN & SHARPE MFG. CO.
PROVIDENCE, R.I., U.S.A.

"Every DAYTON User a Booster"



No. 474
Dayton Computing
Hardware Scale

Thousands of Satisfied Users Find That This Scale—

Protects their profits.

Insures full profits on all articles sold by weight.

Pays for itself out of a part of the savings it effects.

It Will Do the Same for You

INTERNATIONAL BUSINESS MACHINES Co.
LIMITED
FRANK E. MUTTON,
Vice-President and General Manager
300 Campbell Avenue - TORONTO

What Dayton Users Say:

Minnedosa, Man.
We are pleased to say that the scale we bought from you last September is in our opinion without a fault. We thought the price pretty high but would not wish to have our money refunded and give up the scale.
Black Bros.

St. John, N.B.
On October 20th, I purchased a Hardware Scale from you. At first it was rather hard to convince me to buy but this scale has paid for itself and $50 could not take it from my counter.
George W. Morrell.

Toronto, Ont.
We like the Automatic Hardware Scale purchased from you because it saves our clerks' time and our goods, which both cost us money. It obviates the tendency of giving underweight and overweight, in addition to being an indication to the public of up-to-dateness.
Frank J. B. Russill.

Carman, Man.
I am pleased to say that the Dayton Hardware Scale appears to be a perfect machine. I would not be without it now that I know its value.
Frank Bridge.

Moosejaw, Sask.
We have used your Scale for some time and have reached the conclusion that we should have had it years ago. We don't know how we ever put up with the old even-balanced scale and do not hesitate to recommend yours to Hardware Dealers.
A. Latham.

DAYTON

Dayton Hardware Scales are Made in Canada

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 9 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | March 4, 1922

The outward mark of Inward Quality

BADEN

THIS is the name of an ideal. In 1864 the founder of this organization conceived this ideal. Conceived the idea of making a linseed oil so perfect that it would become a synonym for excellence in oil. He set out, before the days of the Confederation to make this perfect oil that would be the standard of comparison for oils.

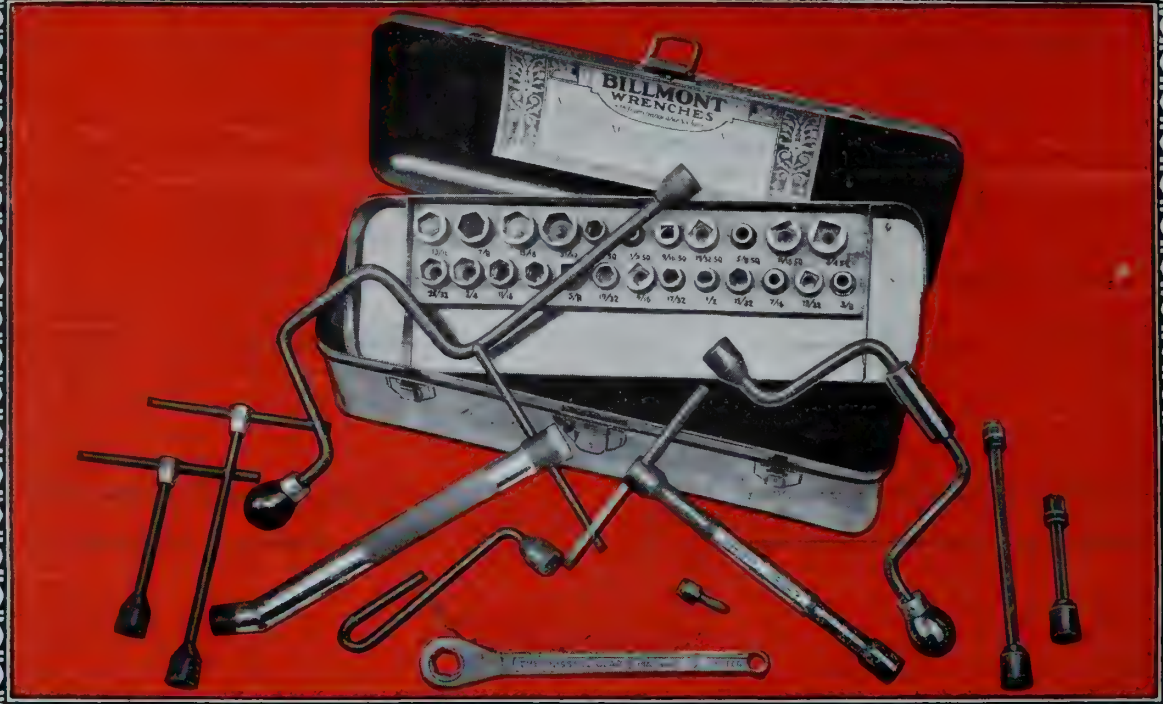
Now, today, the idea has been perfected. Buyers say, "Baden," knowing that they are perfectly understood as wanting this incomparable brand of Linseed Oil.

When you want the best—say Baden.

The Dominion Linseed Oil Company

Limited

Baden Toronto Montreal Winnipeg



BILLMONT

ALL the wrench equipment you'll ever need with but a few wrenches, for each wrench takes the entire set of Billmont sockets. Makes 24 different wrenches by merely changing the sockets.

Eight wrenches and 24 sockets will operate to the same extent as 192 wrenches.

This Billmont wrench set lessens the number of wrenches but increases their uses.

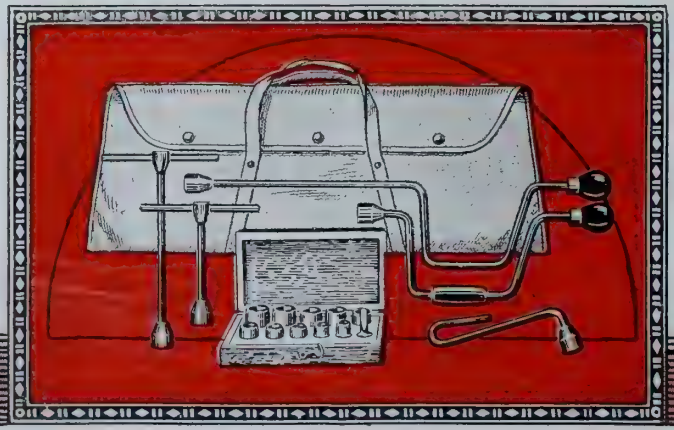
There's the **Master** with its hooked nose and seven other wrenches with 24 interchangeable sockets (hexagonal and square). All handy and compact in a 22-gauge metal kit box ready for use.

Every dealer should carry sample kit in stock. Ask your jobber, or write us for complete catalogue.

The Russell Gear & Machine Co.,
LIMITED
Toronto . . Canada

WRENCHES
with Interchangeable Sockets

Nose piece takes all sizes in Billmont sockets.



Sockets are finely machined, broached and hardened.

'RICE LEWIS' NEWS

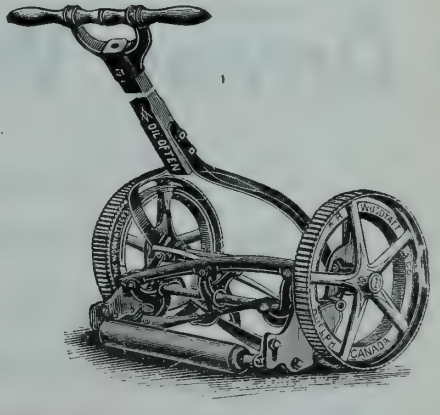
"Old Sol" is again on the war path

He is gradually gaining ground and will soon have Old Man Winter on the run.

Then out comes the wheelbarrow, the lawn mower, the lawn sprinkler, grass clippers, the garden tools, the farm machinery—all ready for spring farm and garden cultivation.

We carry full stocks of garden and lawn tools, farm tools, sheep and horse hand and power clippers etc.

We are ready to serve you. Let us know your requirements. Be ready for Spring.



Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis Man" or Write Direct

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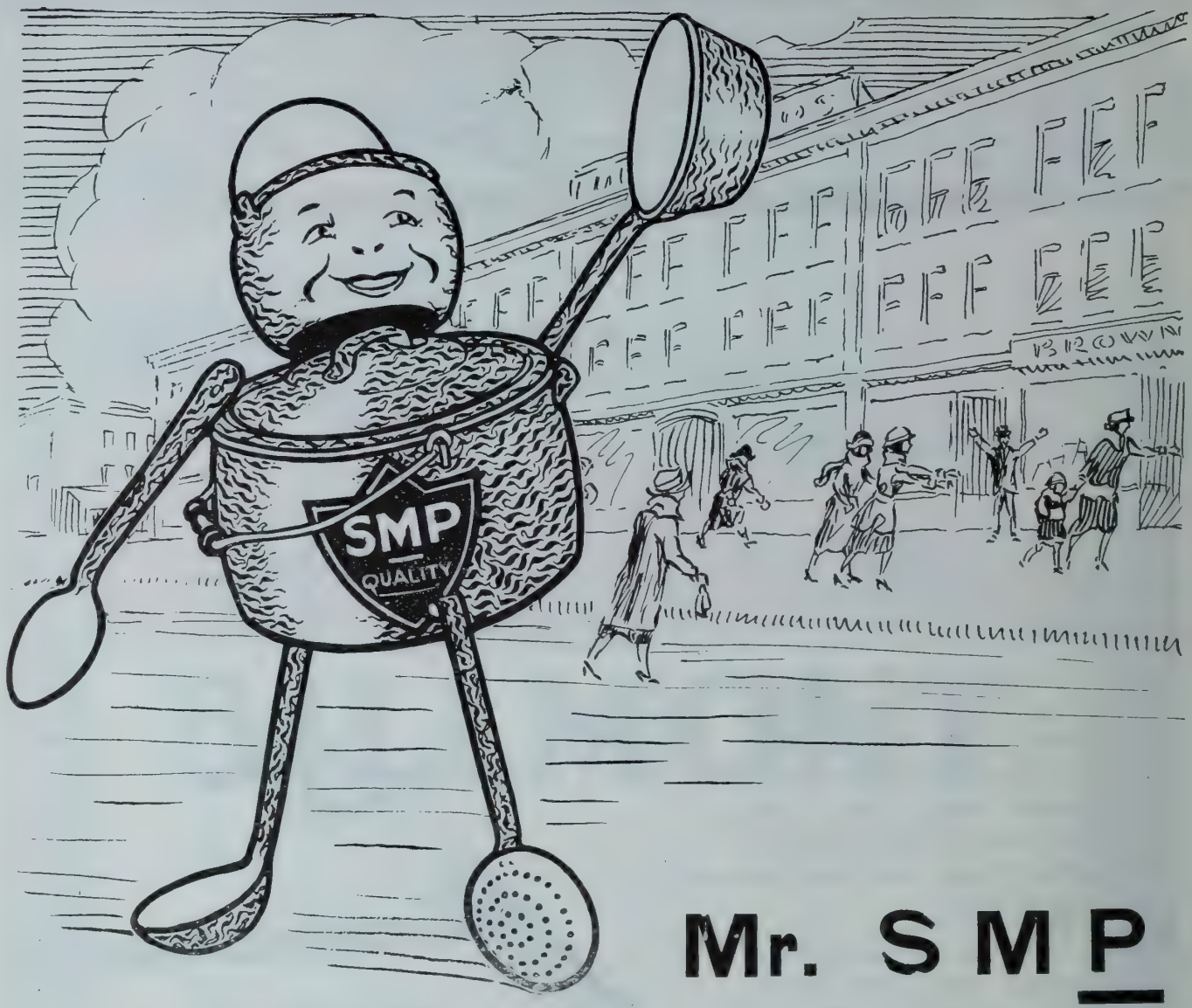


Mr. S M P

Is Driving Women to your Store

Mr. SMP is down to work in earnest. Through his big advertisements in a long list of over 700 of Canada's best newspapers, magazines and journals, he is doing some highly effective talking for Diamond and Pearl Ware.

Your customers are reading these advertisements. What are you doing to cash in on them?

A few suggestions

(1) Use our free cuts in your local advertising.

(2) Put good displays of Diamond or Pearl Ware frequently in your windows with a fair price on each article.

(3) Show the wares well up in the front of your store where they can be seen.

(4) Get a supply of our free window cards.

(5) Order a supply of our free price tags.

If you co-operate and tie up with the splendid efforts of cheery Mr. SMP you will get to know real business and realize good profits on SMP enameled ware sales.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

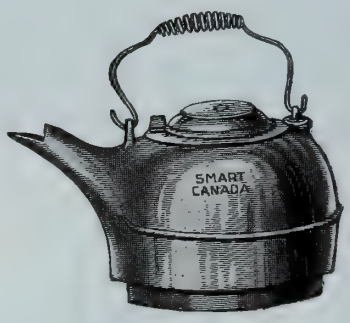
THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

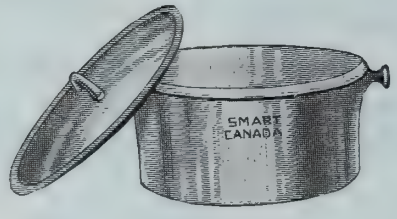
MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Ware That Wears





Good Housekeepers
buy cast iron cooking utensils.

Good Merchants
sell Smart's Cast Hollow Ware.

JAMES SMART PLANT

BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

Registered

W.D.S. & Co. DURO ALUMINUM

Trade Mark

"DURO" ALUMINUM WARE

Registered

W.D.S. & Co. DURO ALUMINUM

Trade Mark

99% PURE

Canada's Best Cooking Utensils

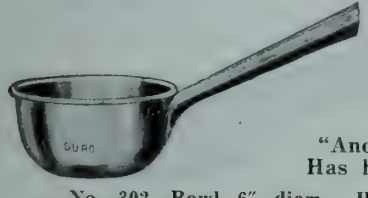
MADE-IN-CANADA

LARGE RANGE TO CHOOSE FROM—POPULAR PRICES

"Duro" is setting the pace in the quality race

Leading jobbers handle "Duro" and every piece is fully guaranteed

BISCUIT PAN
"One of our new lines." No. 410—15½" x 15½". Polished finish



ROUND ALUMINUM HANDLE DIPPER

"Another new line." Has hole for hanging

No. 302—Bowl 6" diam. Handle 7¼" long.
No. 303—Bowl 7¼" diam. Handle 7¼" long.
Bowls polished finish. Handles satin finish.

OVAL ROASTER No. 170

Extreme Length	Width	Height
18¼"	11¼"	8¼"

Self basting, heavy, seamless roaster. Air chamber in bottom of base prevents burning. Riveted handles. Cover fits pan snugly, retaining all the juices and prevents shrinkage of the meat. Easy to clean. Holds large sized turkey. Indented cover for automatic basting. Polished finish.

Have you received a copy of our new catalogue and price list?

DURO ALUMINUM, Limited

Hamilton - Canada

W. D. SHAMBROOK, President

Representatives:

A. T. Chambers, Vancouver.
J. R. Anderson, 36 St. Dizier St., Montreal.
L. T. Walls Sales, Ltd., Winnipeg.
Armstrong & Paterson, St. John, N.B.
A. F. Burns, Hamilton, Ont.

CELEBRATED I·XL CUTLERY

MANUFACTURED BY

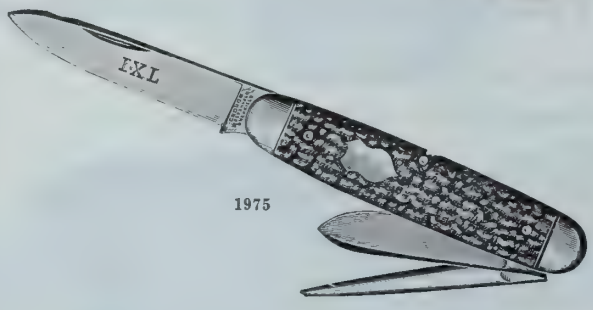
GEO. WOSTENHOLM & SON

SHEFFIELD, ENGLAND

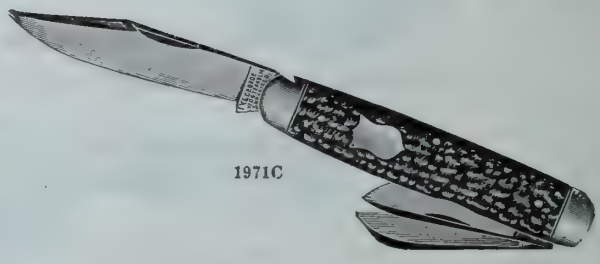
Makers of High-Grade Cutlery Since 1694

292

292



1975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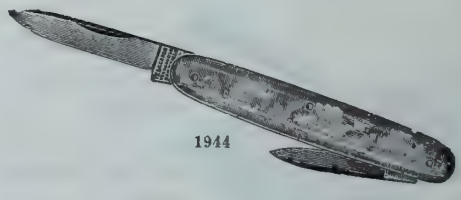

1944

"IXL" Cutlery embraces a most complete range of Pocket Knives, Razors, Butcher Knives, Table Knives, "Stainless Steel" Table Knives, Carvers in cases, etc. Known since 1694 as the Cutlery of excellent quality and value. Our factory backed by centuries of experience.

Carried by all wholesale houses throughout Canada. Ask your jobber's salesman to submit samples.

A. MACFARLANE AND COMPANY Ltd.

MONTREAL, QUEBEC

Sole Agents for Canada

If interested tear out this page and place with letters to be answered.

Get Ready For Cozy-Glow Business

The Cozy-Glow Radiator

The fact that Cozy-Glow sales are seasonable is no reason for waiting until spring to stock them.

Now is the time to make your sales plans for the Cozy-Glow business that will come with the chilly mornings and evenings of April and May.

Order your spring supply now.

Sales Offices:

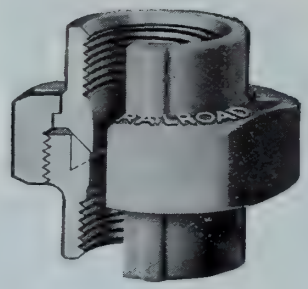
TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Nova Scotia Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

Repair Shops:

TORONTO, 366 Adelaide W.
CALGARY, 316 3rd Ave. E.
MONTREAL, 113 Dagenais St.
WINNIPEG, 158 Portage Ave. E.
VANCOUVER, 1090 Mainland St.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

Westinghouse



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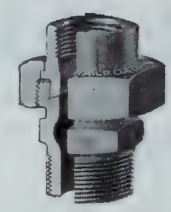


No. 517 Reducing Pump Stud Union.

No. 519½. Male and Female Union.

CRANE

RAILROAD UNIONS AND FITTINGS

No. 594 Tee with Female Union.

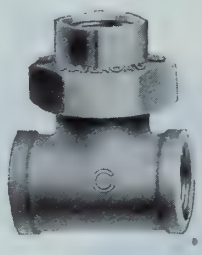
No. 595 Tee Reducing or Outlet

No. 596 Tee with Male Union.

Are Absolutely Leak-Proof, and Eliminate Unnecessary Joints.

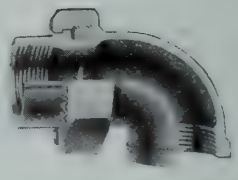
THEY REQUIRE NO GASKETS AND MAY BE TAKEN APART EASILY.

No. 592 Elbow with Male Union



No. 598 Tee Union on Outlet.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe Plumbing and Heating Supplies.



No. 590 Elbow with Female Union

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, HAMILTON, VANCOUVER, LONDON,

Sales Offices:
QUEBEC, SHERBROOKE, ST. JOHN, VICTORIA.

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM, LEEDS, GLASGOW.

31

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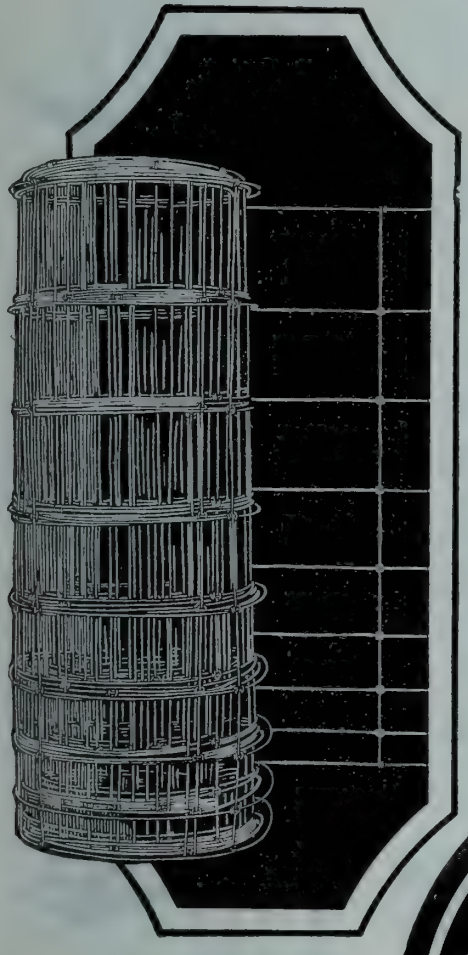
"INVINCIBLE" WIRE FENCING AND GATES

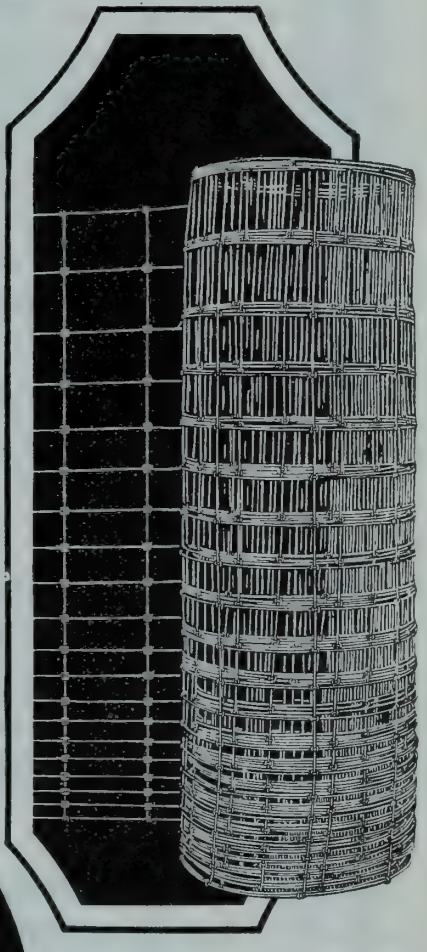


Made From High Grade
OPEN HEARTH STEEL WIRE

Manufactured entirely in our own plants, from the ore to the finished product.

In the production of Fencing our first consideration is quality, and no effort is spared to attain this end. Throughout all departments men of long and thorough experience are in charge and they are supported by every modern facility.

Our Fencing is fully guaranteed, equal strands, straight stays, solid and secure locks, and in all respects a perfect fence.



FARM FENCING

POULTRY FENCING

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

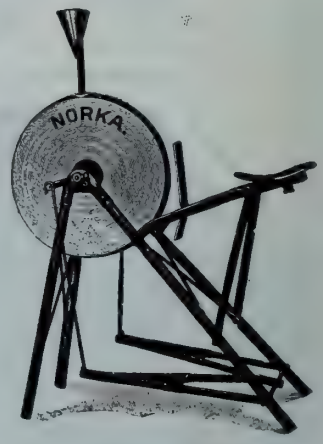
What This Year Means In Selling Grindstones

Activity means business and there is plenty of activity now. There is as great a need for grindstones this year as any year before—there is a greater demand this year because grindstones that would have been replaced last year but for the slump will be bought this year.

The dealer who most actively displays his grindstones will profit greatest by this demand. Move your grindstones up near the front of the store during March, April and May and when your customers from the country come in they will see them and be more likely to buy than if the grindstones were hidden in the basement.

Better still, arrange a window display for a few days or a week or so. The extra grindstone sales will more than repay you for the effort. In the meantime be sure that you have a complete stock on hand. Prices are sufficiently stabilized to permit having a little more than usual.

And if you stock Cleveland grindstones you can be sure of the lasting qualities of every stone you sell—of the lasting satisfaction they will give your customers. Norka BB and Sterling described at the right of the page are being stocked by most dealers. Your jobber has them.



NORKA BB

Easy running and practically indestructible. Heavy tubular steel frame. Cold rolled steel shaft which turns in a splendid ball bearing device. Genuine Berea or Lake Huron Grit, 19 to 22 inches in diameter, 1¾ to 2¼ inches thick.

STERLING

Substantial, light running. Mounted with a "Cleveland grindstone," genuine Berea or Lake Huron grit, which we alone manufacture, 19 to 22 inches in diameter, 1¾ to 2¼ inches thick. Frame can be set up in a jiffy—**merely by manipulating one bolt.** Shipped knocked down and crated.

The Cleveland Stone Co.

814 Union Building - - Cleveland, Ohio

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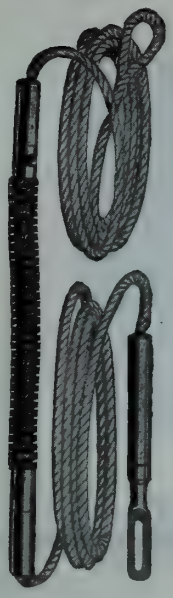
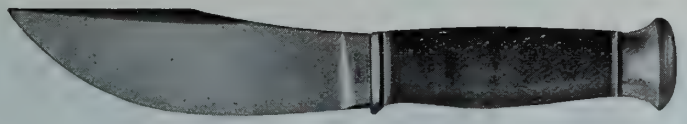




MARBLE'S

Outing Equipment

1922 Helps and Hints

We've arranged to give you lots of help in 1922. The advertising this year is our greatest effort—outdoor men will be brought to you for Marble's Axes, knives, gun sights, cleaners, compasses, etc. In addition you will receive other sales aids.

Leading jobbers sell Marble's goods—order direct if your jobber can't supply you. Prices quoted are list—liberal dealer discounts.

Field Cleaner—Softest Brass gauze washers clean thoroughly—won't injure finest gun. List price $1.

Nitro-Solvent Oil—Keeps all equipment free from rust—dissolves residue of any powder. List price.—2 oz. bottle 35c., 6 oz. can 65c.

Pocket Rod—Handle fits any section—swivel permits turning—brass or steel, in cloth case, 26, 30, 36, in. long. List price $1.75.

Safety Folding Fish Knife--Shown below, sharp at back of point for ripping—back of blade is dandy fish scaler. List price, $1.50.

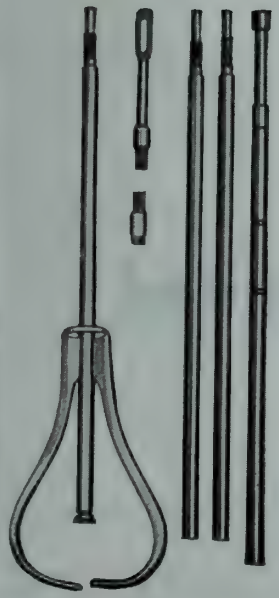
Woodcraft Knife—Shown above, all-round knife for outdoor men—4¼ in. blade, finest steel, 3¾ in. handle. List price, including leather sheath.—No. 49, leather, handle, $2,25; No. 50, stag handle, $3.00. Add 10% war tax.

Safety Pocket Axe—With folding nail claw, handiest tool made. 2⅜ x 4 in. blade of finest steel, 11 in. steel handle. List price, $3.50.

Clincher Gaff—Holds any fish up to 20 lbs. Can be locked with points together. List price, $1.25.

Trout Knife—Designed especially for trout—great for cleaning all fish. Finest steel—in leather sheath. List price, 75c.

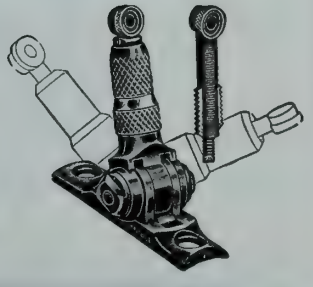
Flexible Rear Sight—For game or target—perfect rear sight. Fits all standard American Rifles. List price—2 discs, $4.00.



Marble Arms & Mfg. Co.

5350 Delta Ave. **Gladstone, Mich.**

Representatives: — Prairie Provinces, Mr. R. H. Conley, 447 Main St., Winnipeg. Eastern Provinces, Fraser Co., 10 Hospital St., Montreal.



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"EMCO"

No Wastage

Prevents Theft

Hinged Lock Lever Oil Cock

For your Steel Drums and Barrels

The expense of leakage of high priced oils or gasoline can be overcome with the "Emco" Lock Lever Oil Cock.

The contents of barrels can be "locked in" by simply snapping a padlock through the loop. No drip—no waste.

This "Emco" Oil Cock fills a long felt want and is proving a fast selling item for the hardware trade.

Every Empire product is thoroughly tested before leaving our factory.

" 'Emco' Brass does Surpass"

Empire Brass Mfg. Co., Limited

LONDON and TORONTO, Canada

Oil Stove Ovens

Our "Sterling" Line

—well known all over the Dominion as a thoroughly reliable Davidson product—is made of heavy gauge blued steel, strong, durable and always a ready seller on account of its superior quality.

Heavily lined with Asbestos to prevent waste heat, and japanned outside with a rust-proof combination—adding to the appearance and life of the oven. Cold handles at side and a door knob which locks in three places.

Moderate cost—maximum efficiency

Write us for our complete Oil Stove Catalogue

The Thos. Davidson Mfg. Co. Limited

ESTABLISHED 1860

Head Office - Montreal

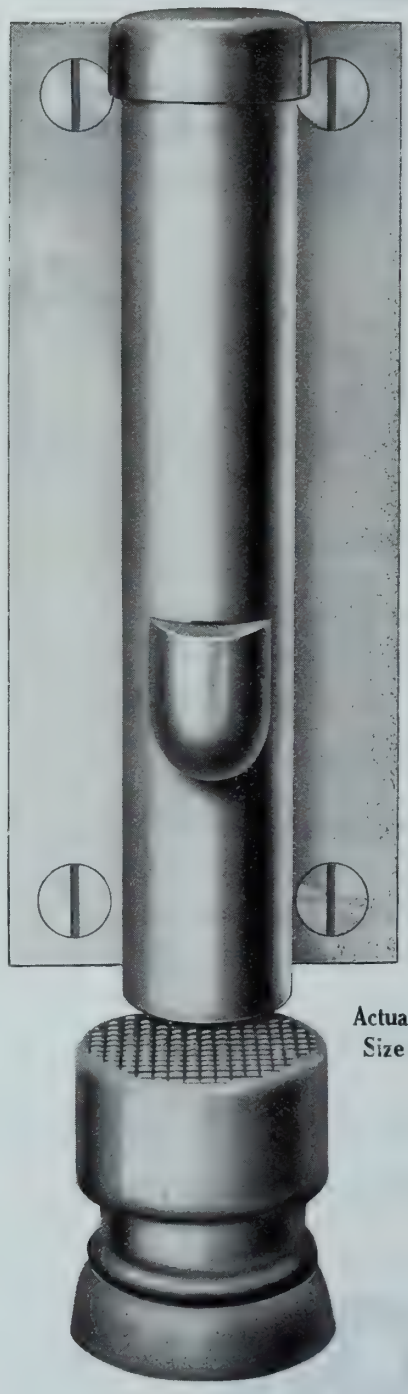
Branches :

TORONTO WINNIPEG CALGARY VANCOUVER

DAVIDSON

STANLEY

Wrought Steel DOOR HOLDER



Actual Size

NO. 456

For doors equipped with checks or double-acting hinges. Fastened to door near the floor, this holder allows easy operation and gives a firm purchase on the floor.

Equipped with composition rubber tip, and self adjusting to overcome unevenness of the floor by means of a heavy spring inside base.

Proximity of foot plate to floor makes holder easy to operate. Slight pressure on trip knob releases holder, permitting door to swing free.

Made of wrought cold-rolled steel.

Plates 5 in. long, 2 in. wide
Diameter 3/4 in.
Throw (extra long), 1¼ in.

Packed one in a box, with ¾ in. x 7 in. screws. 10 dozen in a case.

Note: See Page 224 in our new catalogue of Wrought Hardware.

STANLEY S.W.

The Stanley Works

New Britain, Conn., U. S. A.

Manufacturers of Wrought Hardware and Carpenters' Tools

A. MacFarlane & Company Ltd., Coristine Bldg., Montreal, Que.

If interested tear out this page and place with letters to be answered.

"You Couldn't Budge Me an Inch"

That's a strong statement. It is the attitude of a successful Hardwareman who has been handling "Gutta Percha" Tires for two years, exclusively, and who is so well pleased with the way his customers are satisfied, he will not allow any salesman to lead him astray after other tires.

When You Get a Good Line, Like

"Gutta Percha"

CORD Tires FABRIC

Stick to Them—Tight—It Pays

It is as necessary for the Dealer to sell tires that give big value and satisfaction to his customers as it is for the manufacturer to make tires that give wear and endurance.
Prices for "Gutta Percha" Tires are Standardized —Same to All.

Gutta Percha & Rubber Limited

Head Offices and Factory, Toronto

Branches in all Leading Cities of Canada

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No. 310 Combination Ass't

GTD

"The Sign of Accuracy"

Assortment No. 473

Essential Tools for the Garage and Auto Trade

Every garage or repair shop can recall a job held up by lack of threading tools. Good service requires adequate tools—be the one to sell them to your trade.

The "Little Giant" Combination Screw Plate No. 310 will do the trick. Supplement it with the "Hexagon" Rethreading Die Set—The dies that go anywhere a nut will go, without any expensive holders. Fit any sort of wrench.

Remember that **GTD** goods stay sold—because they are **RIGHT.** Insist on them.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

Carried in stock by practically every Jobber

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

FOLDING FURNITURE

Buy Profits This Year

Profits depend on turnover and turnover depends on sales. No matter how great the percentage of "paper profits" may be you make no actual profit until the merchandise is sold. "Bargain goods" that do not sell are never profitable. A large and continuous number of small profits is better than one big profit and the amount of capital tied up is less.

"Gold Medal" Folding Furniture, because of its established reputation, backed by a national advertising campaign, is easy to sell wherever it is displayed.

Buy profits this year. Get the folding furniture business in your territory by concentrating on the known quality of "Gold Medal."

All inquiries from national advertising are referred to dealers. Send us your jobber's name and get your name on our list for complete dealer co-operation.

Catalog and prices sent on request

GOLD MEDAL CAMP FURNITURE MFG. CO., 114 Packard Ave., Racine, Wis., U.S.A.

For 30 years makers of fine folding furniture

"GOLD MEDAL"

TRADE MARK REG.

FOLDING FURNITURE

FOLDING FURNITURE

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

DUNLOP TIRES

Ensure

HIGH-MILEAGE—DOUBLE-LIFE

¶ Dunlop leadership in Tiredom is most manifest. Mileage records almost unbelievable are piling up all over Canada.

¶ The Special Mileage-Making Process, which is the basis of our Fabric Tires, has worked wonders.

¶ Perfect shape and balance, stronger side walls to resist curb and rut abuse, special wear-resisting anti-skid tread, etc., add the last touch to popularizing to the full a tire that has long stood in high favor.

¶ Dunlop "Cords" made good from their inception.

¶ These tires taught motorists to expect more resiliency, greater air space, larger amount of material, better carrying capacity—in short, bigger mileage; and that is the standard by which all Cord Tires are judged to-day.

A159

Dunlop Tire & Rubber Goods Co.
LIMITED

Head Office and Factories: Toronto. Branches in Leading Cities.

GOODELL-PRATT

1500 GOOD TOOLS

GLASS CUTTERS

With wheels that cut like diamonds

In the countries of Northwestern Europe, where glass-cutting is a highly developed industry, they acknowledge the outstanding superiority of Goodell-Pratt Glass Cutters.

In the largest glass factories of the United States, Goodell-Pratt Glass Cutter wheels are used, because of their lasting qualities.

The superiority of Goodell-Pratt Glass Cutter wheels is due to our methods of manufacture and individual testing.

GOODELL - PRATT COMPANY

Toolsmiths

Greenfield, Mass. U. S. A.

Files get dull more quickly than most tools and cannot be re-sharpened.

We are constantly impressing on file users in our advertising the importance of prompt replacement of worn files.

Our five brands are already accepted as the standard.

Established consumer demand and a perishable tool—here is a profitable combination for the dealer.

Order one of these brands from your jobber:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - - Ontario

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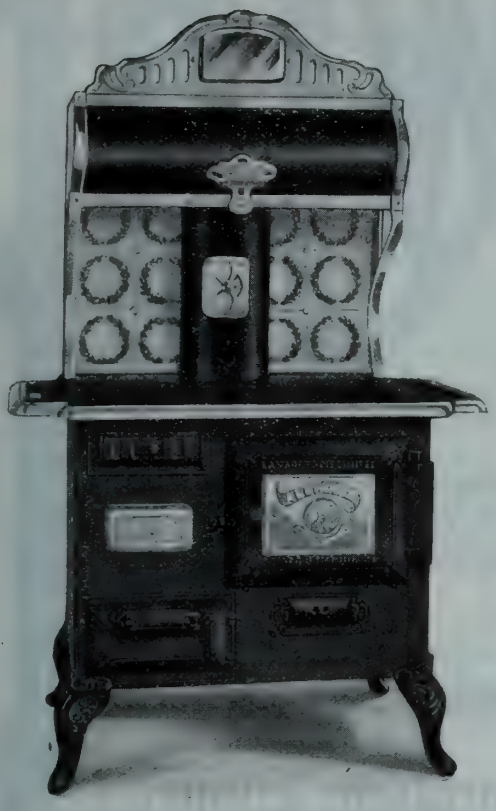


The Useful Range Heater

ALLIANCE

The Alliance fills a long-felt want—a definite, specific want of the customers who consider efficiency together with economy and quality.

Made in one size with or without the following extras: reservoir, coal grates, high shelf, and high closet. Twelve different styles.

The only one of its kind on the market.
If you do not yet handle "Alliance," write us to-day for information and prices.

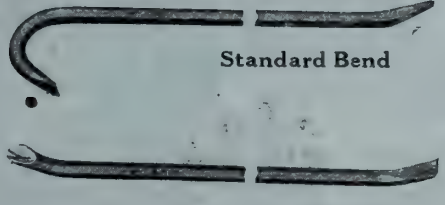
Lamarre & Company
Limited
St. Remi, Que.

QuiKwerK TOOLS

Wrecking Bars

12" to 36" long

This is the Extra-Concave Claw—a feature of every Quikwerk Wrecking Bar, which allows a firm and instant grip on nails.



Standard Bend

Straight

Pointed End

"D" Bend

MOST people who continually use tools know that good tools **do pay.** And they like to do business with people that sell good tools. **Quality** in tool making means everything. We're responsible for **that.** That's why QUIKWERK Tools are as good as they are—for your sake and ours.

We all get further that way.

Order Quikwerk Tools through your Jobber

The Warren Tool & Forge Co. 234 Griswold St. WARREN, O.

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NAILS WIRE

The Only
Canadian
Steel Makers
Using Raw Materials
Mined Entirely Within
The British Empire.

PROMPT SHIPMENTS
FROM OUR COMPLETE STOCKS
AT MONTREAL, ST. JOHN, N. B.
and SYDNEY, N. S.

Dominion Iron & Steel Company, Limited

Subsidiary of

British Empire Steel Corporation Limited

A VALVE for EVERY SERVICE

Naturally the Berliner People chose JENKINS

People who fully appreciate the importance of dependable valve installations always choose Jenkins—the valves that represent the perfected result of some 57 years manufacturing experience.

When you're stocked with Jenkins Valves you'll be in a position to furnish every customer with the very best valve obtainable for each and every service.

A copy of Catalog No. 8, free on request, will show you how very complete the Jenkins line is. May we mail it you?

THE BERLINER GRAMAPHONE CO.'S PLANT, ST. HENRI, MONTREAL.
Equipped with Jenkins Valves

Jenkins Bros
LIMITED
TRADE JENKINS MARK
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO WINNIPEG VANCOUVER
EUROPEAN BRANCH, 6 GREAT QUEEN ST KINGSWAY LONDON, W.C.2 ENG
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD
Jenkins Bros

Christopher Johnson & Co.

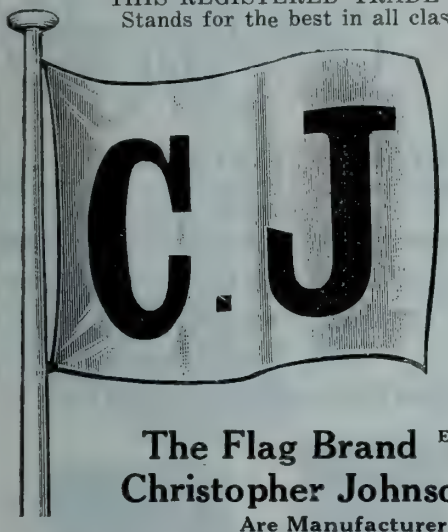
Cutlery Manufacturers

WESTERN WORKS:
Sheffield - - - England

Cables: Johnson, Sheffield.

Canadian Representatives:
F. Sara & Co.,
1309 12th St. W., Calgary

THIS REGISTERED TRADE MARK
Stands for the best in all classes of



CUTLERY

Quality!

Reliability!

Finish!

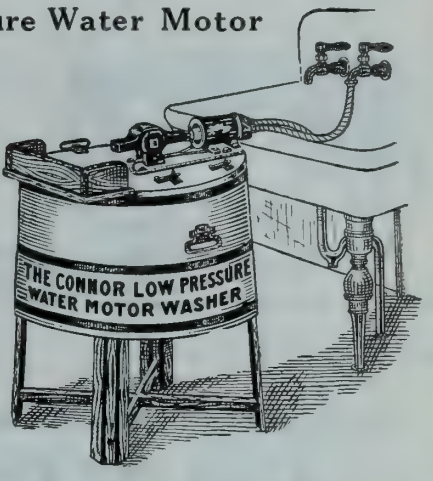
The Flag Brand Established 1836
Christopher Johnson & Co.
Are Manufacturers of

HIGH GRADE Table Cutlery, Pocket and Pen Knives, Scissors and Razors.
Spoons and Forks and All Classes of Electro Plated Ware.

CONNOR'S

Low Pressure Water Motor

If you have not sold Connor's Low Pressure Water Motor Washer you have not realized the possibilities of a real Water Motor Washer.



They give your customers satisfaction and increase your sales of washing machines. Let us send you sample to try out.

J. H. Connor & Son Ltd.
Manufacturers **OTTAWA**

Birkett's for Speed

Promptness is a matter of price with us. We realize the special value to the retail merchant, of promptness in shipments.

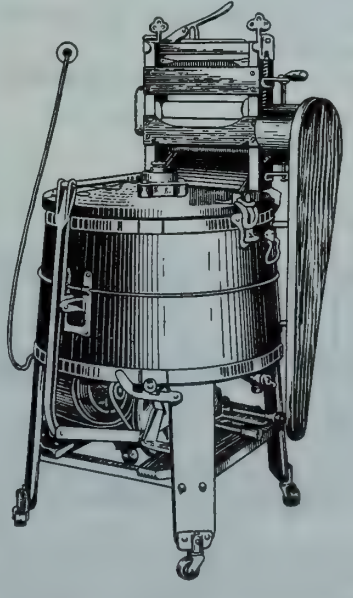
When circumstances force you, sometimes, to leave an order rather late, it is no joke to see your competitor advertising, displaying, and selling the seasonable line while you wait for delivery.

Dealing with Birkett's eliminates that kind of thing. You can associate in your mind, with the name Birkett, Quality, Service and Speed.

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

The ECONOMY Electric

This is a high grade Electric Washer that you can retail at a price that no better machines cost you wholesale. It is the machine with the price that sells.



There is nothing cheap about it except the price.

The gearing is all machine cut.

All pulley and gears bored true on a lathe. It runs smooth and practically noiseless.

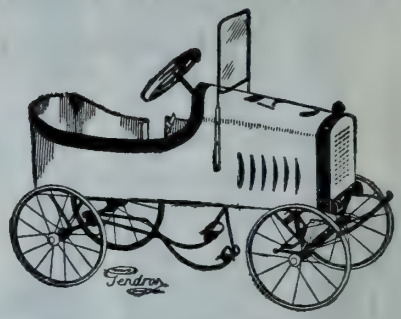
J. H. Connor & Son Ltd.
Manufacturers **OTTAWA**

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE
contains full line



THE GENDRON MFG. CO. LTD. Toronto, Canada

Are You Selling Canadian Pencils?

CANE'S

Lead Pencils
MASTER WORKMAN
(Carpenter Pencil)
CANADIAN ASSORTMENT
(Counter Sales Stand)

Cane's Pencils cost you less and can be sold at the same price as other pencils and are superior to others at the same price.

Commercial Pencils

of all kinds in all grades for every purpose. Buy Canadian Products. Importing keeps the foreigner busy, buying at home keeps Canadians busy and busy Canadians have money to spend in your store—idle ones have not.

Order from your jobber

The Wm. Cane & Sons Co., Limited
Manufacturers
Newmarket **Ontario**

Illustration, price and samples sent on request.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"OilCup"

"Ratchet"

"L"

"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

TRADE MARK

John Wilson's Butchers' Knives and Steels,

Skinning, Sticking, Farriers' & Shoe Knives,

Have established and maintained their reputation, for superiority, against all Competitors, from

THE YEAR SEVENTEEN HUNDRED & FIFTY,

and are still in increasing demand. As in the past, it is the unalterable

DETERMINATION OF THE HOUSE TO SEND OUT NOTHING BUT WHAT IS OF THE HIGHEST POSSIBLE QUALITY.

WORKS: SYCAMORE STREET, SHEFFIELD, ENGLAND.

AGENTS FOR WESTERN CANADA:
F. G. Maxwell & Co., 707 Union Trust Buildings, Winnipeg, Manitoba.

AGENT FOR EASTERN CANADA:
Walter E. Bunney, 39 Richmond St. East., Toronto.

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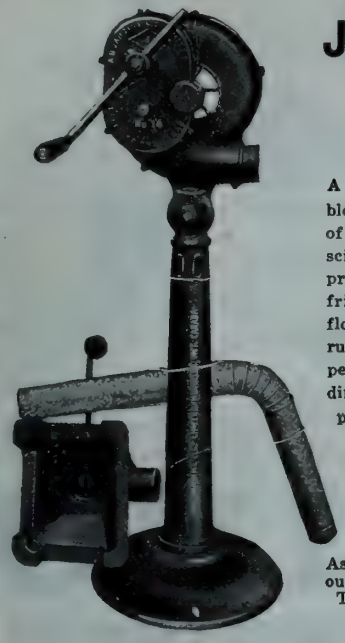


JARDINE

Pedestal

Blower

A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co.

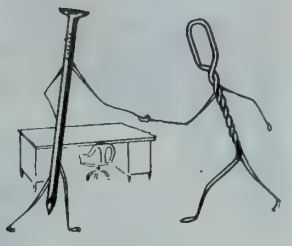
LIMITED

HESPELER, ONT.

Laidlaw's Wire Boys

Their Chat No. 19

Box Nails Must be Good



"The big Canning Companies use so many box nails that it is a serious matter with them when they get a bad lot, in fact they cannot afford to take a chance. That's why, B. T., that the Dominion people stick with Laidlaw wire nails. They're sure of the finest quality at all times. There's no wastage, no delays, from bad nails." Laidlaw Nails are all nails—they're all good.

Laidlaw Bale Tie Co. Ltd.

Hamilton - - Canada

Feature the MONO-VAC

An Electric Vacuum Washer of Proven Efficiency at a Sales-making Price

A *Maxwell* Product

Made-in-Canada

Features that make the Mono-Vac exceptional:

—Single large vacuum cup, of aluminum;

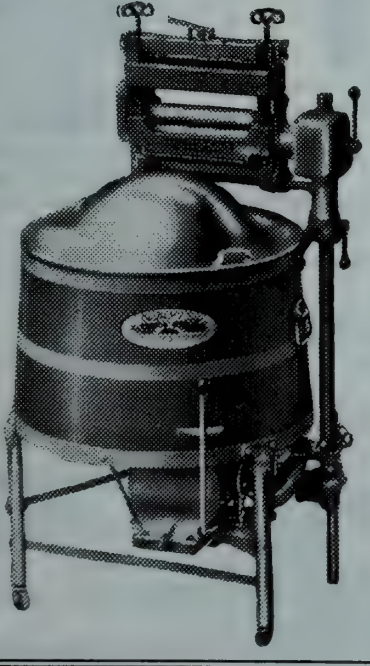
—Adjustable to size of washing;

—Heavy cypress tub holds heat, instead of radiating it as with metal;

—Driving gears under tub promote stability; all fully protected;

—Adjustable fourth leg, for uneven floors and draining off;

—Swinging, reversible quick - release wringer.

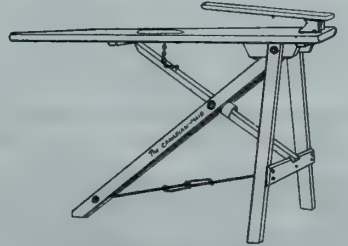


Attractive Folders (in color) for distribution to your customers, gladly supplied on request

MAXWELLS LIMITED

St. Mary's, Ont.

The "Canadian Maid"



Patented Oct., 1920.

is the very latest thing in the way of an Ironing Table.

It is firm as a rock.

Weighs less than 18 lbs. but will support over a half ton.

Simple to operate and the most substantial Ironing Table made.

Folds up into about three inches of space.

Retails at $5.00 and $5.75 if equipped with Sleeve Board.

Liberal discounts to dealers.

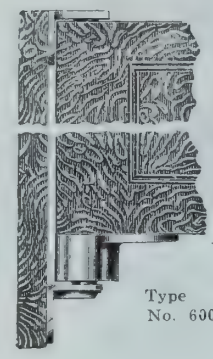
Send us your order and if not absolutely satisfied return the goods.

Write today for prices and descriptive literature.

Everett Mfg. Company Limited

Head Office and Factory

Sault Ste. Marie, Ontario



Type No. 6007

TRADE CSB CO MARK

TRADE CHICAGO MARK

SPRING HINGES

This type of hinge is for office gates. It is known as the Chicago "Sagless" Gate Spring Pivot Hinge.

It has Ball Bearings.

No matter if the gate is heavy or wide, it will swing it easily, without sagging.

The spring does not carry the weight of the gate and a very light tension is applied—a desirable feature on office gates.

Backed by a world-wide reputation.

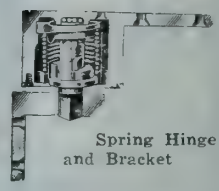
Chicago Spring Butt Company.

CHICAGO NEW YORK

Send for Catalogue 36.

Top Pivot

Top Socket



Spring Hinge and Bracket

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

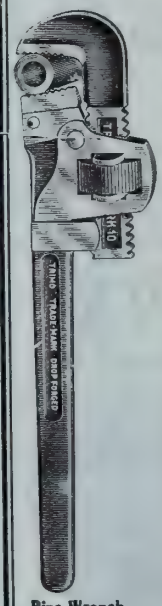
The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

TRIMO

THE WORD TRIMO



Pipe Wrench

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Nut Wrench

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

MANUFACTURERS

Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE QUEBEC

Western Agents: **The H. L. Perry Co., Limited, Winnipeg, Man.**

Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

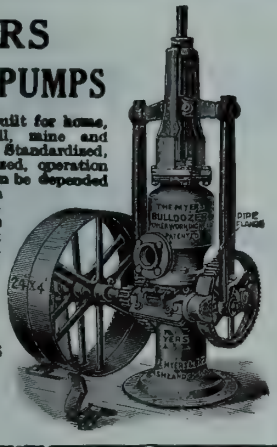
St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND, OHIO

HARDWARE AND METAL

the logical medium to use if you have a message for the Canadian hardware trade.

STAY BOLTS

must be made from specially prepared bars that are

of a Superior Quality

to stand the strain.

We prepare a special grade for this purpose.

Drop us a line for full particulars and Prices.

BISSETT-WEBB, Winnipeg

ORDER STAY BOLT QUALITY

MADE BY

LONDON ROLLING MILL CO., LTD.

LONDON, CAN.

8

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

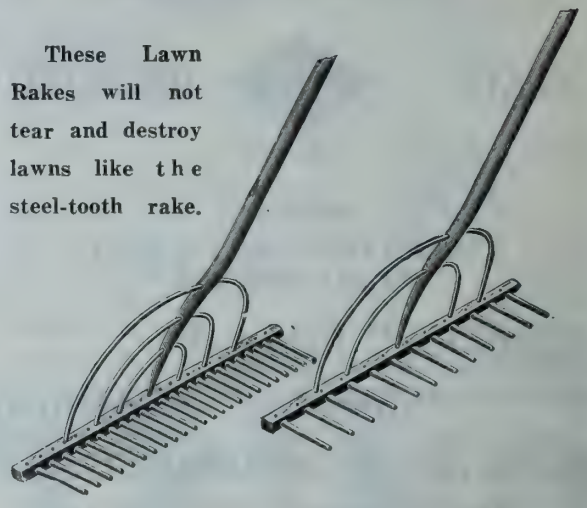
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Steel Tube Bow Hay and Lawn Rakes

These Lawn Rakes will not tear and destroy lawns like the steel-tooth rake.



It is easy to convince your customers of the superiority of this rake.
The steel tube bow makes a much stronger and better looking rake and does not add anything to the weight.
Note the improved double bend in the handle, making a much better hanging rake.
We also make the wood and wire bow rake.

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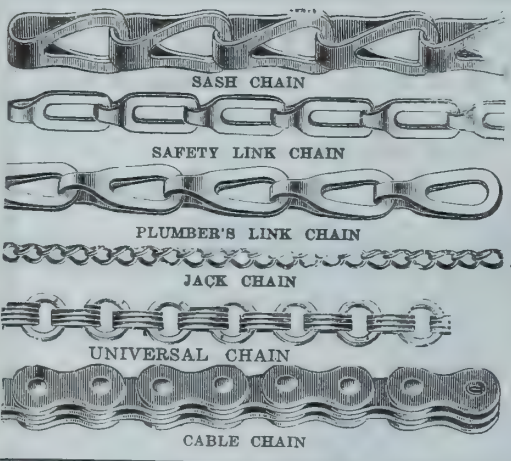

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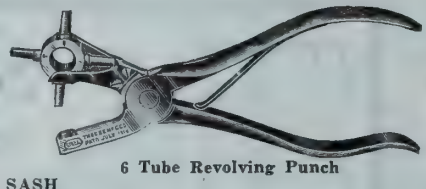

6 Tube Revolving Punch

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PUNCHES

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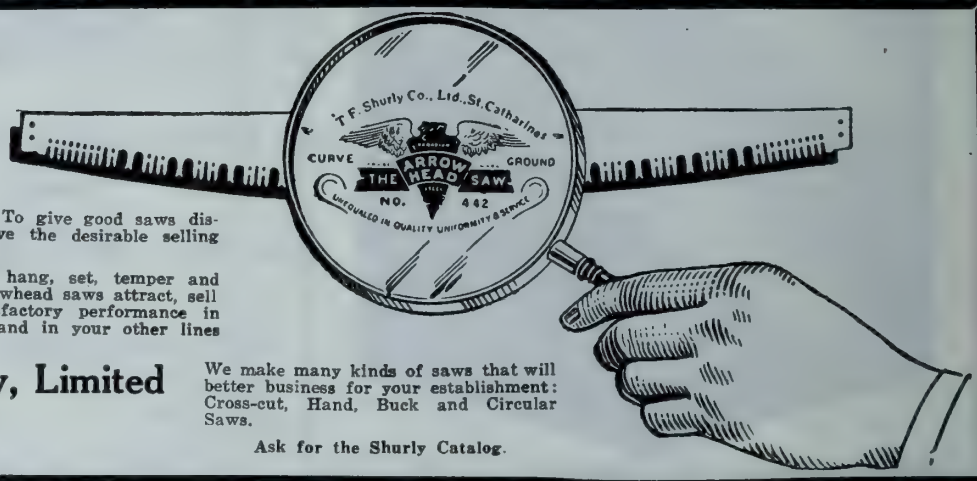

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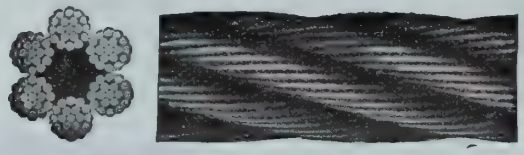

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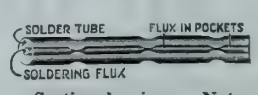

Sectional view. Note flux in pockets.

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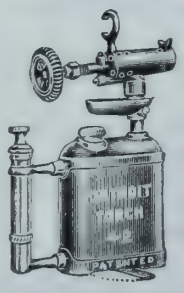

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Avoid imitations of our

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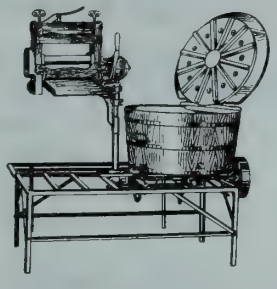

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—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

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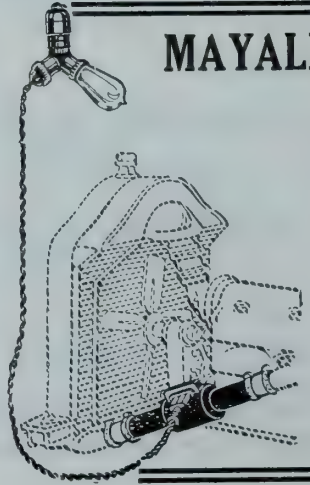

fits into hose section of the water system; attaches to any lamp socket; maintains a constant heat and circulation; prevents freezing; makes easy starting; installed in a matter of minutes.

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Dependable
Wall Ties

Have you ordered your Premax Galvanized Wall Ties and Brick Bonds for Spring building trade?

Ask us now for samples and prices on the most dependable Tie you can buy.

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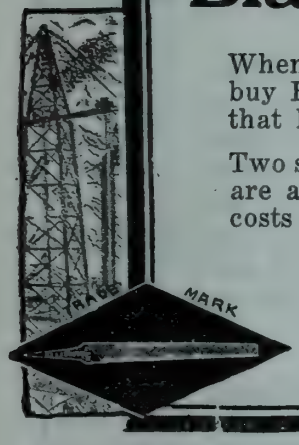
Eastern Canada: R. R. Labelle, P. O. Box 1528, Montreal, Que.

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

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Black Diamond File Works

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Owned and Operated by Nicholson File Co.

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Gasoline Tanks
For Underground Storage

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Here's a tank made of copper-steel with handy screw cap opening at top for filling and faucet in side near bottom for drawing off contents. Another reliable tank at a moderate price. These tanks have been giving satisfactory service wherever sold.

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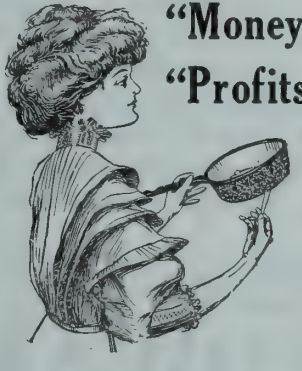
Write us for prices and send us addresses of possible customers to whom we can send literature direct for you. We also manufacture baths, dairy equipment, sanitary closets, etc.

The Steel Trough & Machine Co., Ltd.
TWEED, ONTARIO, CANADA



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Collette Mfg. Company
Collingwood, Ont.

Your Jobber has them

Empty Shelves— and a Prediction

WITH inventories completed, retail hardware merchants find their stocks smaller now than at any time in recent years. Merchants have held back on spring bookings and freely admit that present stocks are totally inadequate for "Spring and Summer" trade.

Reports from retailers in all parts of Canada are such that we predict a pronounced buying movement within the next six weeks. We are entering a period of improved but cautious buying activity. Purchases will be considered more carefully, comparisons will be made more freely than heretofore. Merchants are adopting a "convince me" attitude. Unknown houses and unknown products are going by the boards these days. Merchants are not taking chances on buying any lines where there is an element of doubt as to the standing or reliability of the manufacturer or the product.

Merchants are the "choosers" to-day. The question is not one of where can I secure goods? It is a question of "whose line will I stock?" At the moment of decision, the line consistently advertised in Hardware and Metal—all other things being equal—is the one that stands the best chance of acceptance by the merchant. The 34th Annual Spring Buying and Directory Issue of Hardware and Metal, reaching the trade on March 18th, will be studied closely by over 95% of the most important wholesale and retail hardware buyers across Canada from coast to coast. Thousands of feet of empty shelving will be filled up with lines advertised in the 34th Annual Spring Buying and Directory Number. Reservation should be made immediately.

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV MARCH 4, 1922 No. 9

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. L. Southall, Managing Editor.
B. C. Culley, Associate Editor.
W. C. Dover, Associate Editor.
L. Lefroy, Toronto Representative.
W. H. Jackson, Toronto Representative.
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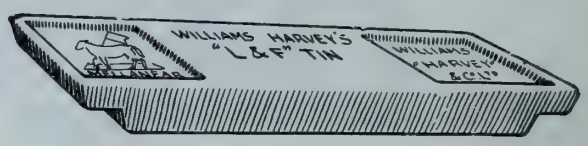

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Made in Canada

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Wire

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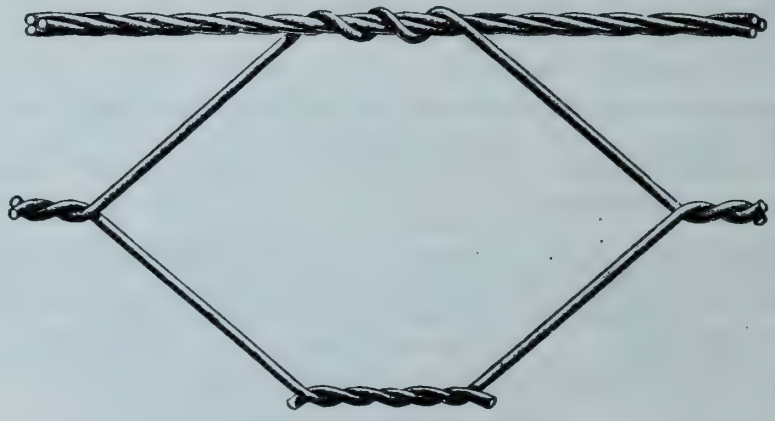

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CUT OF NETTING, FULL SIZE.

Barbed Wire

We are now manufacturing Hexagonal Poultry Netting, Galvanized after weaving, Canadian made at our new plant, and welcome inquiries from the trade for prices on present and future business.

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COLLINGWOOD, CANADA

Distributors for Ontario, Whites Limited, Collingwood, Ont.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV MARCH 4, 1922 No. 9

Hardware and Suggested Reciprocity

Reciprocal Arrangement Suggested in 1911 Between United States and Canada Again Being Sought By Canada's Finance Minister—Where Hardware Lines Would Figure in Such an Agreement

THE BELIEF seems to be growing that the recent visits to Washington of Hon. W. S. Fielding, Canada's Minister of Finance, have something to do with the question of trade agreements between these two countries. Certain advices are to the effect that the question of a reciprocal trade agreement between Canada and the United States has been taken up with authorities of the latter country. In this connection the Reciprocity legislation enacted by the United States in 1911 again becomes of interest for it is said to be probable that that enactment is still on the Statute Books of the United States and would be used as the basis for any new agreement. As this plan included a wide range of hardware and allied lines, the hardware trade of Canada will be interested in knowing just what that legislation proposed.

Discussing the subject with J. R. K. Bristol, Manager Tariff Department, Canadian Manufacturers' Association, Hardware and Metal was advised that it would be necessary for a special ruling to be made to ascertain whether or not the enactment made by the U. S. in 1911 was still effective and only requiring the introduction of a reciprocal arrangement by Canada to make it effective. No definite step had been taken by the U. S. Government to have the proposal repealed, but it was a question whether or not subsequent tariff legislation such as the Fordney Bill had automatically repealed the reciprocal arrangement. If not it was possible that this agreement would form the basis of future negotiations. It is thought likely that Mr. Fielding will bring with him on his return from Washington, a definite ruling on this point.

Favors Reciprocal Arrangement

It is known that for some time sentiment in certain circles in the U. S. has been in favor of some reciprocal agreement with Canada, based on the feeling of protectionists of that country that such protection is more desired against European rather than Canadian products. It is known that Mr. Fielding favors such an agreement and in an address delivered last April he stated that the government should bring in an amendment to ratify the agreement respecting reciprocal trade between the U. S. and Canada as signed at Washington on January 21, 1911.

The reciprocity agreement of 1911 consisted of four schedules of tariff rates to be enacted by concurrent legislation in each country. The agreement provided for a free list, schedule A, to be adopted by both countries; another list of articles schedule B, to be admitted by both countries at identical rates; and two shorter lists of reductions, schedules C and D for enactment, one by the United States and the other by Canada.

The free list, schedule A, consisted primarily of natural products, also including the following lines of interest to the hardware trade:

Flaxseed or Linseed; Cottonseed and other oil seeds and other seeds in packages weighing over 1 lb. each; Mica, unmanufactured or rough trimmed and Mica ground or bolted; Felspar, crude, powdered or ground; Asbestos, ground; Fluorspar, crude, not ground; Glycerin, crude, not purified; Brass in bars and rods in coil or otherwise, not less than 6 ft. long or, Brass in strips, sheets or plates, not polished, planished or coated; Cream Separators of every description and parts thereof; Rolled Iron or Steel Sheets or Plates, No. 14 gauge or thinner, galvanized or coated with zinc, tin or other metal, or not; Crucible Cast-Steel Wire; Galvanized Iron or Steel Wire, curved or not, Nos. 9, 12 and 13 wire gauge; Barbed Fencing Wire of iron or steel, galvanized or not; Coke; Rolled Round Wire Rods in the coil, of iron or steel, not over three-eighths of an inch in diameter, and not smaller than No. 6 wire gauge.

Manufactured Articles on Free List

It is evident there were some manufactured articles on the free list, but they were chiefly articles which had formerly entered free into Canada and which were not likely to be imported in large quantities into the U. S. The only manufactured goods of much importance then dutiable in both countries and placed upon the free list by the agreement, were iron and steel sheets.

Schedule B contained a list of commodities to be admitted by both countries at identical rates of duty, lower for the most part than those then prevailing in either country. Many of the items in this list were secondary products or manufactures of products made free in schedule A. Items in this section of interest to the hardware trade with the suggested rate of duty to apply on shipments in either direction, included the following:

Asbestos, further manufactured than ground 27½ per cent.; Cutlery, plated or not, viz., pocket knives, pen knives, scissors and shears, knives and forks for household purposes, and table steels, ad. val. 27½ per cent; Bells and Gongs, 27½ per cent.; Basins, Urinals and other plumbing fixtures for bathrooms and lavatories; Bath-Tubs, Sinks and Laundry Tubs of earthenware, stone, cement or clay, or of other material, ad. valorem, 32½ per cent.; Clocks, Watches, Movements, ad. valorem, 27½ per cent.; Canoes and Small Boats of wood, not power boats, ad. val. 22½ per cent.; Plate Glass, not beveled, in sheets or panes, exceeding 7 sq. ft. each and not exceeding 25 sq. ft., ad. valorem, 25 per cent.; Motor Vehicles, not including rubber tires, 30 per cent.

Schedule C was a shorter list of reductions in tariff. It affected U. S. imports of iron ore and aluminum, setting the rate of duty at 5 cents on aluminum in crude form, per pound; 8 cents per pound on aluminum in plates, sheets, bars and rods, 10 cents per ton on iron ore.

(Continued on page 56.)

Says Canadian and U. S. Firms had Chance on U.F.O. Binder Twine Trade

General Manager Clemes of U.F.O. Co-operative Company Answers Statements of Canadian and U.S. Firms Objecting to Policy of Buying Abroad on Basis Which Gave no Chance for Competition

PRICES on binder twine for the current season having been named this week by Canadian producers, Hardware and Metal interviewed Mr. Clemes, general manager of the United Farmers of Ontario, with a view to establishing the price at which the binder twine purchased by this organization from Belfast, as outlined in last week's issue of Hardware and Metal, will be marketed.

In this connection Mr. Clemes stated that it was the intention to name a price direct to the farmer, which would be approximately equal to the domestic jobber's quotation.

The actual prices on the Irish twine to be marketed by this organization have not yet been decided upon but are expected to be named within a few days, now that Canadian prices have been published.

Canadian and American producers have drawn attention to an alleged breach of principle on the part of the U. F. O. Co-operative Company in purchasing binder twine abroad while the U. F. O. organization sponsors the "Buy Made in Canada Goods" movement. Particular attention was drawn to the basis on which the twine was purchased from the Belfast Rope Works, it being claimed that the basis of giving a margin of protection below any price named by Canadian makers gave no opportunity for them to quote a price at which they could secure the business.

In this connection Mr. Clemes stated that Canadian and American firms had an opportunity to get this business, negotiations having been carried on with them personally and by letter prior to placing the order abroad. This, he stated, was particularly the case with the three largest producers, certain other smaller Canadian firms having been able to supply but a maximum of 300 tons which would be far short of the required amount in view of the order for approximately 2,000 tons which has been placed abroad.

The crux of the situation appears to be that the U. F. O. have always purchased binder twine on a basis of an agreed commission representing a margin on prices as named for domestic trade, and before closing negotiations with the Belfast firm for this season's requirements, U. F. O. officials state an opportunity was given Canadian and American firms to submit offers. Instead of granting the commissions formerly allowed, Mr. Clemes states that these firms wanted to curtail the margin, and it obviously would have been poor business on the part of the U. F. O. to place the order with them in face of the proposition offered by the Belfast Rope Works.

Want to Eliminate Co-operatives

Mr. Clemes interprets the stand of the American and Canadian firms as an endeavor to eliminate the co-operative organization from selling binder twine, and hints that this might be due to opposition from hardware and other distributors.

The plan of buying on a marginal basis is defended by Mr. Clemes on the ground that the extent of the business done in binder twine by this organization makes it necessary to have some such protection so as not to be subject to loss due to price reductions during the season.

It was pointed out to Hardware and Metal that the negotiations completed at a time when the pound sterling was quoted at $4.00. This is now $4.55. It is apparent that the saving which has been effected in exchange is a considerable item, worth, according to Mr. Clemes, an additional 10 per cent. discount. It is also evident that the low level of British money at the time the order was placed helped the Belfast firm to make an attractive price payable in Canadian funds.

The present arrangement for marketing this twine, according to Mr. Clemes allows the U. F. O. to quote a price to the farmer which will be equivalent to the price at which the domestic jobber purchases his twine, taking into consideration all discounts for quantity, cash, etc. This margin is generally from 1 to 1½ cents per lb. This protective margin will be given the U. F. O. throughout the season no matter how much domestic prices fluctuate, and it is said customers will be protected by a system of rebates on twine purchased.

"Canadian and American firms cannot say they did not have a fair chance to secure this business," said Mr. Clemes, pointing out that the policy had been one of buying where they could buy best and everyone had been given a chance to submit prices.

DOMINION MOTOR SHOW AT MONTREAL

Montreal.—Increased attendance and interest on part of prospective buyers each day was the feature of Dominion Motor Show held in Montreal this week. Business preceeded along satisfactory lines, those holding display space reporting that many inquiries were received which were expected to yield results at a later date. Actual sales were also made during the week in encouraging numbers.

The Motordrome on Sherbrooke Street again housed the displays this season, and Canadian manufacturers formed no small part of the many fine showings of automobiles, motor trucks and motor cycles.

Comparative statement of the tariffs of Canada and the U. S. as affecting various hardware lines, showing the extent of the changes suggested in the Reciprocity arrangement of 1911 both at that time and in 1921.

	U. S. RATES			CANADIAN RATES		
Article	1911 tariff	Reciprocity	1921 tariff	1911 Tariff	Reciprocity	1921 tariff
Flaxseed	25s. bu.	Free	20c. bu.	10c. bu.	free	10c. bu.
Asbestos, crude,	free	Free	free	17½%	free	17½%
Brass rods, bars, etc.	45%	Free	20%	10%	free	10%
Cream Separators	45%	Free	free	free	free	free
Iron and steel sheets	½ to 1½c. lb.	Free	12-15%	5%	free	12½%
Barbed wire	¾c. lb.	Free	free	free	free	free
Cottonseed oil	free	Free	free	17½%	free	free to 17½%
Cutlery	40% up	27½%	25-55%	30%	27½%	30%
Automobiles	45%	30%	30-45%	35%	30%	35%
Aluminum	7-11c. lb.	5-8c. lb.	2-3½c. lb.	free	free	free
Iron ore	15c. ton	10c. ton.	free	free	free	free
Cement	8c. 100 lbs.	8c. 100 lbs.	free	12½c. 100 lbs.	11c. 100 lbs.	8c. 100 lbs.
Bituminous coal	45c ton. X	45c. ton.	free	53c. ton.	45c. ton.	53c. ton.

X-Reciprocity agreement applies to Canadian rates only.

Using A Recapitulation Sheet

Comparative Items of Present and Past Business Entered on Recapitulation Sheet as a Business Barometer—Salesmen's Work Checked Daily and General Sales Sheet Made Up Monthly—Hardware and Furniture Combine to Advantage

The furniture display room of Brace, McKay & Co., Ltd., Summerside, P. E. I., carries a homelike atmosphere with the various articles suitably grouped and generous use made of rugs and pictures. Furniture and hardware combine well, though not shown together. It is found that customers in this department are often good prospects for hardware and vice versa.

EACH AND every member of the enterprising firm of Brace, McKay & Co., Summerside, P. E. I., is in his or her place each day at a set time and under the supervision of the heads of the various departments; the prime object of each and every member being to pile up a bigger day's sales today than yesterday; and not only to sell, but also to make what is sold stay sold. Along the whole line of counters is a scene of activity, no customers have to stand and wait—that principle is "taboo"—during the rush hours of course things are different inasmuch as each salesman is generally waiting on one or more customers at a time and talking to a couple of others to keep them interested.

General Sales Sheet Monthly

Each salesman keeps a daily record of his sales, cash, charged and returned, the totals of which are checked up at the end of the day with the totals obtained from the general sales book, each and every sale being thus accounted for and duplicated. At the end of each month a general sales sheet is made out giving the totals of each clerk and showing his standing with reference to the other salesmen, also with the same month of the previous year. This method has been found of very great importance because the individual salesman then knows just how he ranks with the others and his pet ambition is to get at the head of the list next time.

Nothing Left to Chance

In the office everything is checked—charged bills, cash bills, freight bills, freight rates, everything; nothing is left to chance here. Again at the end of the month a recapitulation sheet is filled in. It consists of comparative items of the present and past year by months; for example, the total monthly sales for November 1920 and 1921 are shown, also the total importations, the total goods on hand, the total of unsettled invoices, and the total insurance carried. With these figures one has a business barometer which shows conditions as they actually are; for example, to establish the goods on hand in relation to insurance, a glance will suffice to tell whether adjustment is necessary or not.

The buying is done with a view to the present prices, present stock, the present demand, and an eye to the carload lot for the obtaining of best freight rates.

From the foregoing it can be seen that it pays to systematize not too much, but just enough to keep everything at a rising level. The end of the year makes everybody happy—dividends for the shareholders, bonuses for the employees.

Furniture and Hardware

A considerable trade has been worked up in furniture by this firm as indicated by the comprehensive display room illustrated herewith. Hardware and furniture have been found to go well together, not that the two departments

(Continued on Page 54)

Patterns for Long Radius Elbow

Written and Illustrated for Hardware and Metal by O. W. Kothe, Principal, St. Louis Technical Institute, St. Louis.

IN DESIGNING piping systems, the radius of the elbow should preferably be in most cases made equal to 2 times the diameter as the radius in the throat.

This makes a good curve and it offers the least resistance or friction to flowing material.

Most workmen design elbows by guess work, making this kind of a sweep or that kind of a sweep whatever fancy may dictate.

In altogether too many instances the square 2 piece elbows are used, especially in smoke pipe work, which is very unsatisfactory for the efficiency of the draft of the furnace.

Of course, for smoke pipe long radius elbows as we show here, are not so common, but they should be preferred where they can be used.

In our case, long radius elbows are especially used where a fan is attached, thus making a forced flow or suction of air and substance.

So in our elevation, the distance X-I is made equal to 2 diameters, or the space X-7 is made equal to 3 diameters, when considering the heel of elbow.

From this vertex, describe the arcs of the heel and throat and divide the heel in 12 equal parts.

Observe this allows 2 spaces for each middle piece and one space for each end-piece.

By drawing a 45 degree line as X-e, we only need to divide half the arc in 6 spaces, which saves a little time.

The first space as 7 ft. will enable drawing the miter line to X. The other spaces are not necessary to draw since they can be picked from the first gore.

Now describe the semi-circle and the half section and divide in any number of equal parts.

From each of these points, square up lines to intersect the first miter line.

Particular attention should also be given to erect lines from points 1 and 7, because many workmen somehow have not figured out the reason for this.

On elbows having a few pieces there is quite a difference made in this arc and the heel line, which will require some trimming if not done properly. In setting out the patterns it is often convenient when working direct on the sheet iron to pick the girth spaces from the semi-circle and set them on lines on the upper and lower edge of the sheet. This enables drawing the parallel lines without squares, straight edges, etc.

Where seams are desired on the sides as is generally done in large radius elbows, we start transferring the lines from the side or line 4 ft in elevation using the base 1-7 to pick the length of line. Observe the lines in the half section are not used since these are only used for squaring up lines into the elevation. In this way the lines of gore pieces are picked and set in pattern as 4-4 ft., 5-5 ft., 6-6 ft., 7-7 ft., etc., which enables placing the miter cut.

On this miter cut a lap edge should be allowed as shown by the dotted line and then this pattern is cut out on the dotted line and reversed, thereby making all the other patterns shown. It should be stated that seams should always be made on the side since that is the most serviceable and makes a stronger joint look better and saves considerable worry in assembling.

Observe where the seams are placed in the heel and throat, especially the

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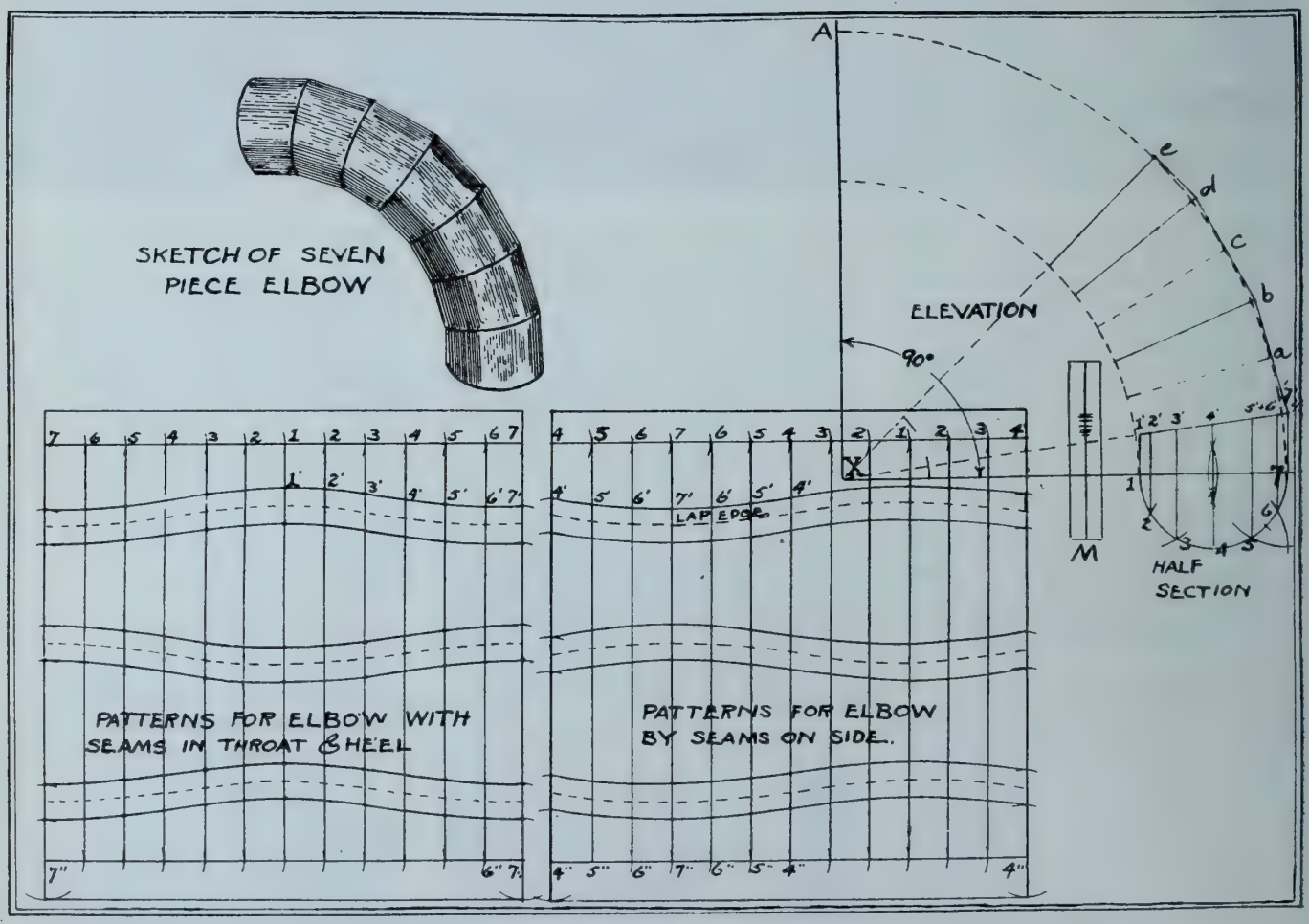

Patterns for Long Radius Elbow.

Featuring Winter Sport Goods, Auto Accessories and Other Seasonable Lines in the Local Ads

SOME SAMPLES of recent advertising of a wide range of seasonable hardware lines are shown herewith in an effective manner.

Creeper & Griffin, Ltd., Owen Sound, advertise spring traps, snowshoes, equipment for fox hunting, snow shovels, electric portable lamps, floor stain, automobile rugs and auto heaters, electric light bulbs, alarm clocks, etc. Each line is illustrated and described in a brief selling talk. At the head of the ad is an announcement concerning the decline of enamelware. This space is reserved for notes indicating the downward trend of hardware prices, under the heading "Hardware Prices are getting back to normal." Care is taken by this firm in selecting the lines most suitable for advertising.

Portable Heaters Give Cheer

Allins, Ltd., Lindsay, Ont., advertise hockey sticks and skates for the boys, electric lamps, portable electric heaters to "give the cheer of a fireplace on these cold winter days," aluminum and other kitchen ware, electric vacuum cleaners, etc. This ad is attractively laid out with illustrations of each line.

During the indoor season children must have toys to keep their time occupied, and an indication of how hardware merchants are selling toys is found in the ad by Wm. Gurd & Co., London, Ont. This firm is featuring a large variety of mechanical and electrical toys. The ad presents an assortment of toys which would take the attention of every child and many parents. Prices are quoted on each line.

Portable electric heaters, cake sets, kettles, washboards, toys, axes, roofing, combination storm and screen doors, weather stripping, are but some of the lines dealt with effectively in the advertising of Ingram & Davey Ltd., St. Thomas, Ont.

A special "Ash Sifter Week" was a feature introduced with good effect by Mills Hardware Co., a little earlier in the season. Note that the ad in connection with the sale left space for a daily talk on the progress being made, and the various lines were well illustrated and priced. It is surprising what a wide range of lines can be worked in on a sale of this kind, and there are other groups of lines in the hardware store which will combine equally well.

Give A Toboggan Party

With the suggestion to "Give a toboggan party," a Maritime hardware merchant says in his ad, "the keen excitement and healthful pleasure of tobogganing makes it an ideal winter sport and provides an excellent method of entertainment." The ad then deals with toboggans and tobogganing accessories.

Moore's Hardware Ltd., Eston, Sask., advertise the importance of having skates properly ground by experts, as

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Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, MARCH 4, 1922

IT IS IMPOSSIBLE for the hardware merchant of today, to have too much detailed information concerning the progress of his business, and some business barometer, representing the true state of affairs in the business, should be readily available to every retailer. The use of special monthly sheets and a general "recapitulation sheet" summarizing information so that the relation of stock to insurance, turnover comparisons, etc., might be seen at a glance, is outlined elsewhere in this issue. Such records are very valuable and necessary to the successful conduct of business under present conditions.

ONE OF THE barometers of conditions in general is the question of employment. In this connection it is significant that employment during January represented a marked increase compared with a year ago. Returns from 5,800 firms in Canada with a total payroll of 641,146 persons show that increases in staff gave employment to approximately 19,000 more workers. The gains represented approximately 7,000 workers in Quebec, 5,000 in the prairie provinces and 4,600 in Ontario. The nature of the employment represented indicates partial recovery in the textile and iron and steel industries.

Not Meeting the Difficulty

FIGURES given elsewhere in this issue indicate the extent of Canada's trade with the various countries of the world, indicating a more even relation between exports and imports, but indicating a considerable falling off from the same period a year ago in the value of trade. Curtailed production and lower prices have been responsible in some measure for this condition, but the emergency tariff legislation enacted by the United States, has also affected trade conditions between these two countries. It is significant that the decrease in U. S. exports to Canada was twice the extent of the decrease in Canada's exports to the U. S.

The 60 per cent. reduction in the value of both Canadian exports to the U. S. and U. S. exports to Canada in 1921 was partly attributable to an average drop in price of about 27 per cent. Taking this into account it is evident that the trade of the two countries with each other was reduced in volume approximately 45 per cent. as compared with 1920.

In 1921 Canada had a favorable balance of trade of $17,000,000 whereas in 1920 there was an unfavorable balance of $34,000,000. This is an important contribution to the reduced premiums on Canadian funds in New York, as noted this week.

The foregoing outlines one advantage to Canada of the recent tariff legislation enacted by the U. S., and another important advantage was outlined this week by J. S. McKinnon, president of the Canadian Manufacturers' Ass'n., who pointed out that the emergency tariff of the U.S. has made it necessary for larger quantities of Canadian produce to find a market at home, with consequent lower prices due to the increase of supply over demand. This in turn has lowered living costs in Canada and a number of U. S. industries are showing an increasing desire to locate in Canada to take advantage of the lower labor costs which result from this condition.

Tariffs are peculiar things. Oftentimes they react to the disadvantage of the country which enforces them, and frequently all aspects of the situation are not considered. Where this is the case the elimination of one evil frequently brings on numerous others.

Improvement in Iron and Steel

THE IRON and steel market, generally an authoritative barometer of general industrial conditions, is showing some tendency toward improvement. Orders and enquiries are still for small quantities, but the number of them is steadily increasing. Manufacturers are showing no disposition to accumulate large stocks, and the business is therefore for immediate delivery in quantities as required for immediate use. This steady improvement indicates that more activity is being experienced among industrial firms and that a broadening market is apparent for their products. The wide range of iron and steel products being sought by present buyers is an indication that recovery is fairly general. Spring is the active time in the year for the producers of iron and steel. If that season passes without much business it is a bad omen for the rest of the year. Indications are that while no boom is to be experienced, that a gradually improving trend will take place. The needs of the country for iron and steel are extensive, and with the change of the seasons some stimulation is expected from the anticipated desire to meet needs of a pressing nature. Buying will probably continue on a cautious basis, however, and stocks kept well in hand.

West Has Greatest Growth

THE CANADIAN Census returns which have just been completed, give an opportunity for some interesting comparisons. Our present total population of 8,769,489 persons represents an increase of 21.5 per cent. during the past ten years, and an increase from a population of 3,689,257 fifty years ago. The increase in population in the last ten years amounts to 1,475,988, which is very small compared with the advances which the country has made in other directions. The debts which Canada carries representing development of the country, and the natural resources which exist in the Dominion make advisable the securing of more population of a selected nature to help develop our resources and carry the load of taxation.

Immigration in the past eight years has been greatly interrupted by the war. It is but a few years ago that under the stimulus of a tide of immigration the West was asking for a census every five years instead of ten.

A peculiarity of this unevenly settled country is that Nova Scotia with an area of 21,068 sq. miles, has a population equal to that of British Columbia with an area of 353,416 sq. miles. Ontario with 2,929,054 is the home of almost exactly one-third of the people of the Dominion. Ten years ago Ontario boasted 35 per cent. of the population of the Dominion, thus its proportion has decreased. Quebec's share has also declined from 28 to 27 per cent. of the total for Canada, in the ten years. All provinces except Prince Edward Island have shown steady growth. The weight of population has moved westward, the West showing an increase from 24 per cent. of the population of Canada in 1911 to 28 per cent. in 1921.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS."
For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Optimistic Tone in B. C. Hardware Circles

Marked Reductions in Building costs Stimulating Construction—Metal Trades Representative Expects Big Progress This Year in Various Industries —Numerous Hardware Price Changes

VANCOUVER, B. C.—Owing to an unusually severe cold snap for the time of the year on the lower mainland, conditions in the hardware trade are quiet this week. There being a lack of snow, there is little demand for snow cleaning utensils or other hardware lines which are associated therewith. This is the time of year on the coast that spring usually shows distinct signs of opening up, but this year, following a hard winter, the higher temperatures are slow in coming.

Some distributors this week report an easier condition in the money market and that collections are showing a decided improvement, but other concerns say that collections are not good and if anything, worse than usual.

However, there is a distinctly optimistic tone for the coming spring. It is believed that building will go ahead with a considerable spurt. For the past three or four years building extensions have been held up on account of construction costs, but with the lower costs now existent, it is to be believed that work will proceed. Discussing the point with Hardware & Metal, Col. E. J. Ryan, chairman of the Master Builders and Contractors' Association here, said: "It may not be generally known, but marked reductions have taken place recently in many lines of building materials. Labor charges have also come down and it is safe to say that there never was a better time to build than at the present." To stimulate the movement, the association is holding a Building Exhibition, which will last for two weeks, starting on March 11.

In this connection, it may be interesting to note that during January, new building was undertaken in Vancouver to the value of $112,000 and in the first three weeks of this month, a total of $78,000 has been reported. This building is largely of houses chiefly in the city and Point Grey. With the opening of moderate weather, it is expected that increased demands will be made upon the hardware trade.

In a statement issued this week President D. A. McIntosh of the Metal Trades Employers' Association, intimates that from an industrial standpoint, progress this year will be very marked. He referred specifically to copper mining operations, lumber exports, pulp and paper activities and also to many important undertakings which will soon be under way in and adjacent to Vancouver.

In jobbing circles several reductions have been made effective during the week, including fifteen per cent. on Yale night latches, twenty per cent. on Penberthy brass valves, two cents a pound on glaziers' points, twenty-five cents a keg on wire nails, ten to fifteen per cent. on Dominion cartridges and shells, ten per cent. on scissors and trimmers and ten to fifteen per cent. on tree pruners and shears. Turpentine is up ten cents a gallon.

FEATURING WINTER SPORT GOODS

(Continued from page 39)

well as exercising great care in selecting a good pair of skates when buying them. Special prices are quoted on skate grinding, and skates, as carried in stock, are illustrated.

Fireplace Furnishings

"Make the Fireplace cosy and cheerful," says an ad by a Maritime merchant continuing, "On gracefully designed, nicely furnished fireplace furnishings depends that air of cheery, cosy, homelike comfort one so naturally associates with the fireside. And you'll find a wide variety of just such furnishings in our comprehensive display which embraces andirons, fireirons, wire spark guards, fenders in black and brass finishes, coal scuttles, wood boxes and baskets, hearth brushes, etc."

"When you buy a stove," says an ad by Turnbull & Cutliffe, Ltd., Brantford, Ont., "you don't make up your mind in five minutes, do you? Buying a stove requires thought as to the price—what model is best suited to your needs. Here you will get the benefit of years of experience and sincere, conscientious effort to please you."

"Let's all have a good winter at sports," says an ad by Erickson Hardware Co., Biggar, Sask., continuing, "Hockey, curling, skating, snowshoeing. This wonderful western country gives everyone, old or young, a splendid opportunity to breathe fuel into the lungs, the most healthful air in the world. Realize this by getting active in your favorite sport. Drop the shackles of time and laziness and regain the healthful sparkle in your eye and vim in your step."

WESTERN CANADA NOTES

Trochu, Alta.—Damage estimated at $90,000 was caused by fire which threatened the whole business section of the town. The Trochu Valley general store, D. D. Farmer Hardware and Danforth tinshop were destroyed.

The hardware firm of Wagstaff & Vestrup of Trail, B.C., has been dissolved. Wagstaff continues the business at Trail and Vestrup at Nakusp.

Winnipeg.—James Bending, Western manager of "Ideal" Aluminum Products Ltd., was re-elected to that position at the directors' meeting recently held in Toronto, and British Columbia was added to his territory. Mr. Bending's jurisdiction now extends from Fort William to Victoria, B. C.

At the annual meeting of the New Westminster, B. C., board of trade, T. D. Trapp of the hardware firm of T. J. Trapp & Co., was elected vice-president.

The Electric Club of Vancouver, had as its special speaker this week, H. H. Stevens, M. P., who dealt with the subject of Oriental immigration. After stating that he was wholly opposed to any scheme of indentured labor, he said that one of the chief difficulties connected with the problem, was educating Eastern Canada to the seriousness of the situation with regard to British Columbia.

WANT DUTY ON METALS

Nelson, B. C.—Resolutions calling for duties on base metals, on copper rods and various other forms of copper and also on scrap copper, lead and zinc, were adopted at the Associated Board of Trade of Eastern British Columbia Convention here. The meeting also requested an ore test plant for the Kootenay, protested against any change being made in the anti-dumping clause, and advocated lower freight rates.

STEAL OIL AND PAINT WHOLESALE AT INGERSOLL

Ingersoll, Ont.—Entering the warehouse of the Imperial Oil Company here, theives got away with two barrels of tractor oil, five gallons of paint and five gallons of auto oil.

Events in the Trade

BUSINESS CHANGES

Milverton, Ont.:—Schrenk & Orr have sold hardware business to G. Guenther.

FIRE LOSS

Brampton, Ont.—With power off and hydrants frozen and almost useless, local firemen were practically helpless to fight the flames which destroyed a great portion of the Pease Foundry here. The damage is reported by officials of the company to be approximately $150,000. The machine shop and store-room were practically destroyed. A number of furnaces in the store-room are a complete loss. The section destroyed is the oldest portion of the foundry and was erected about 12 years ago. During the war it was used for the manufacture of munitions.

PERSONAL

Arthur Payne, for many years connected with Aikenhead Hardware, Toronto, has joined Metropolitan Motors Ltd., Toronto.

OBITUARY

The sympathy of the trade is extended to Charles Wright, manager for the Maritime Provinces of the Canadian General Electric Co., in the death of his father, Aaron Abel Wright, ex-M.P. for South Renfrew, Ont.

James Adam Laidlaw, formerly office manager for the British Aluminum Company, died in Toronto this week. Born at Hamilton in 1860, the son of Adam Laidlaw, of the Laidlaw-Bowes Foundry Company, the deceased spent the early years of his life working in that establishment.

ONTARIO INCORPORATIONS

Wanless Hardware Ltd., head office Chatham, capital $100,000 to conduct retail hardware stores and manufacturing and wholesale establishments dealing in hardware, plumbing, sheet metal, etc.

Vacuettes Ltd., head office Toronto, capital $500,000 to carry on business as pattern makers, founders, metal workers, etc.

Canadian Aluminum and Brass Co., Ltd., head office Walkerville, capital $250,000 to do business as manufacturers and dealers in metals, etc.

Innes, Lumsden Industries Ltd., head office Hamilton, capital $75,000 to manufacture and deal in hardware, auto accessories, etc.

The Dryo Cabinet Co. Ltd., head office Toronto, capital $40,000 to manufacture kitchen and other utensils.

The Scott Paint-Varnish Co. Ltd., head office London, capital $10,000 to deal in paints, varnishes, oils, etc.

Rudd Brush and Lettering Co. Ltd., head office Hamilton, capital $40,000 to manufacture and deal in paint brushes, sweeping brushes and brooms, etc.

The Dill Mfg. Co. of Canada Ltd., head office Toronto, capital $40,000 to manufacture hardware, machinery, valves, tire testers, lock nuts, dust caps and other auto and tire accessories.

HARDWARE MEN IN BOWLING LEAGUE

Cobalt.—Taylor Hardware bowlers dropped two games to the Miners in the last rounds. No big totals were made, but the average of both teams was fairly well maintained all through. Daley of the Hardware Crew was high for the evening with a 510 count, and a single of 216.

The hardware team was composed of Messrs. Daley, Gilmour, Matheson, Neil, Harris. Team average, 142.

BOTHERED WITH SHOPLIFTERS

Kingston, Ont.—Local merchants have for some weeks been suffering from shoplifters, but good work on the part of the local police rounded up the offenders, who turned out to be two sixteen-year-old boys.

$100,000,000 OF ELECTRICAL BUSINESS TO BE HAD

On the basis of recent developments and the more general acceptation of electrical appliances for facilitating housework and industrial operations, it has been figured by authorities that Canada will in the next three years consume electrical appliances such as heaters, table appliances, washing machines, vacuum cleaners, etc., to the value of $100,000,000. The actual number of probable purchasers of the various articles has also been estimated after a good deal of investigation. Read this article in the coming Annual Spring Number of Hardware and Metal, (March 18) and you will then be in better position to size up the possibilities of your local trade.

E. T. FRAIM LOCK CO., APPOINT CANADIAN REPRESENTATIVES

E. T. Fraim Lock Co., Lancaster, Pa., have appointed the following representatives in Canada;—G. L. Cohoon, Montreal, representative in Ontario and Quebec, and A. E. Hanna, Winnipeg, representative in the prairie provinces. A. W. Clark, General Sales Manager of the company, was formerly associated with the Canadian Yale & Towne, Ltd., St. Catharines, as salesman and later as general manager.

U. S. CAPITALISTS BUY SHARE IN TORONTO PLANT

Announcement is made that a syndicate of Binghampton, N. Y., capitalists have purchased a controlling interest in the 1900 Washer Company which has a large plant in Binghampton, and another in Toronto, for approximately $700,000. The controlling interest was obtained, it is stated, from the estate of the late Thomas B. Grary.

PILKINGTON BROS., ENLARGING GLASS PLANT

St. Catharines. Ont.—Rebuilding of furnaces and extensive additions to the plant of the Pilkington Bros., Glass Works at Thorold are responsible for a temporary close down of the plant, according to a statement by James E. Harrison, Canadian general manager of the company. Coupled with that statement, Mr. Harrison declared that he was looking forward to a revival of the building trade that would control to an extent the speed with which the alterations would be accomplished.

"We have already carried out extensive additions to the furnace and buildings, and now the old furnace is being reconstructed," he stated. "Much of the necessary material had to be secured from England, but it is now all on the ground. It is doubtful how long the rebuilding will take, owing to its very delicate and special kind of construction. As a result of the reconstruction the capacity of the plant will be materially increased, as we are looking forward to a revival of the building trade. We are keeping all our glass-making staff on employment during the alterations."

HAS HARDWARE CONTRACT

W. H. Cockburn, was awarded the contract for hardware supplies for the year at the meeting of the city council. Other contracts were awarded.

STIFF SENTENCES GIVEN PROMOTERS

P. W. McCaffery and J. C. Ryan, promoters of the Ryan Anti-Glare Light Co., Toronto, convicted of issuing false prospectuses to defraud the public, were sentenced to five and three years respectively in Kingston Penitentiary, by Judge Coatsworth. Judge Coatsworth said he could not deal lightly with the prisoners and he wished to emphasize the fact that promoters must deal honestly with the money entrusted to them.

HENRY FORD MAY MAKE STEEL FOR HIS MOTORS

Sudbury, Ont.—Rumors are in circulation to the effect that Henry Ford had bought a large tract of land situated between Sudbury and Copper Cliff. There was no indication as to what the automobile manufacturer intended to do with the newly acquired land, but the supposition is that, as this is one of the principal iron ore areas in the province, it may be his intention to go into the refining of metal to be used in the process of motor manufacture.

GASOLINE TAX DEFERRED IN ONTARIO

It is learned that there is little likelihood of the proposed new travel or gasoline tax being covered by legislation at this session of the Ontario Government. While the announcement that Hon. Mr. Biggs was considering such a tax brought him many approving comments, there was sufficient opposition to the proposal to suggest the advisability of deferring action for a year at least. One strong argument against such a tax now, is that it is imposing on motorists everywhere a "travel" tax burden in advance of the completion of the highway system and it should await the time when the roads are far enough advanced to give motorists "the worth of their money."

HARDWARE TRAVELERS REPORT IMPROVEMENT

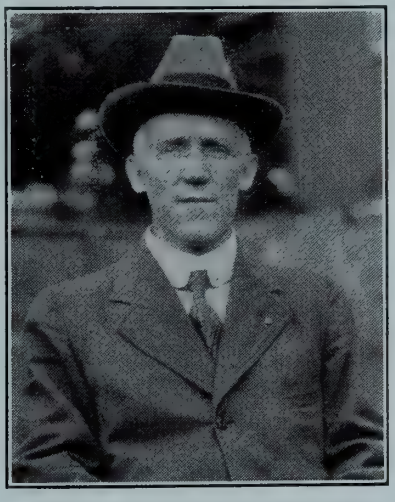
London, Ont.—An interesting feature to the hardware trade, of the meeting of the Board of Directors of the Ontario Commercial Travelers' Association here on Saturday, were the reports on business improvement. Substantial improvement in the hardware trade was reported by travelers representing all parts of the Dominion. A general improvement in buying is noticeable, Secretary George Hair stated to Hardware and Metal, but especially noticeable is the gain in hardware business.

There is every indication locally that the spring building season is going to break all records. Not in many years has so much work been under way so early in the season and every day sees new propositions developing. A large program of house building is developing and hardware merchants are looking for splendid business in all lines of builders' hardware.

SAY COAL MINERS' STRIKE NOW SURE

Last hopes of averting a strike of coal miners in the U. S. Eastern and Midwestern fields is said to have vanished when John L. Lewis, president of the United Mine Workers, called off the peace conference which had been scheduled for March 2 at Cleveland. Failure of operators to respond to the invitations sent out for the Cleveland meeting was given as the reason.

With only a month remaining before the expiration of the present agreements, this blow-up of the latest attempt to get the operators and union officials together has left small possibility that any agreement averting the strike can be reached before the date set for the walkout on April 1.



W. H. BARTLETT

St. Mary's Hardware Ltd., St. Mary's, Ont., who was elected a member of the executive committee of the Ontario Retail Hardware Association for 1922 at the recent convention, as previously outlined in Hardware and Metal.

BARS TRANSPORT OF GOODS THROUGH CANADIAN PORTS

The U. S. Merchant Marine Act of 1920, known as the Jones Law, prohibits transportation of merchandise between Alaskan ports and continental United States by Canadian rail and water lines, the Supreme Court announced in a case brought by the Territory of Alaska and the Juneau Hardware Company against the Collector of Customs for Alaska.

WOULD CONTROL EXPLOSIVES

Ald Luxton asked the Civic Legislation Committee to recommend an application for legislation to empower the city to control the use of explosives in the city.

The city solicitor was instructed to write to the Minister of Militia citing the complaints and asking what was being done to enforce the act.

BRENNERS SENTENCED

As we go to press word is received that Meyer and Nathan Brenner, officials of the defunct metal firm of N. Brenner & Co., Toronto, have been sentenced in connection with the charge of conspiracy to defraud, theft of $700,000 and tampering with the books of the firm. Nathan Brenner, the father, was sentenced to two years less one day for conspiracy and theft. Meyer Brenner the son, was sentenced to seven years in Kingston penitentiary on each of the six counts, the terms to run concurrently. In passing sentence the judge stated:—

"There is nothing new in your crime. It is as old as joint stock companies themselves. The familiar process of taking the assets of the company when in good standing and leaving it destitute of resources to meet the claims of creditors was followed in this case with the usual concomitant of defective and doctored bookkeeping. I had hoped to see ample restitution. My hope has not been fulfilled."

AFTERMATH OF COWAN HARDWADE FIRE

London, Ont.—Work is proceeding on the clearing out of the ruins of the Cowan Hardware which was recently destroyed by fire. A most successful fire sale is continuously in progress and is proving a center of attraction for thousands of people every day, not only from London but from the entire district. Many real bargains are being offered in slightly damaged goods. It was stated to Hardware and Metal that the firm expects to commence work before very long on a splendid new building which it is planned to make one of the most modern and up-to-date hardware stores in the province.

In another window a glass shelf was suspended from the ceiling and on it were laid in attractive arrangement, strops, blades, straight and safety razors, and brushes. No prices were shown in this display. All the window displays mentioned were good pullers of business it was stated to Hardware and Metal.

MODIFY HEIGHT OF AWNINGS

A large deputation of Toronto retail merchants appeared before the Civic Works Committee to request a modification of the by-law regulating the height of awnings. They contended the present standard of 8 ft. 3 in. was unsatisfactory and unworkable. It was decided to reduce the standard of height for the frame work to 7 ft. 3 in., and to allow the use of a 12-inch curtain or drop on the understanding that the new standard would have to be complied with both in spirit and letter. The merchants admitted that a few individuals had been negligent in the past and allowed their awnings to cause an obstruction.

Is This a Breach of Principle?

AS HARDWARE AND METAL goes to press the following letter has been received from Jas. N. McGregor, Hardware merchant of Oakville, Ont.

Editor, Hardware and Metal:

Was sitting reading your article on U.F.O having purchased their binder twine in Ireland, when a representative from the U.F.O. Government dropped in with a nice card, beautifully printed, which he requested us to put in the window and which read as follows:

> "Prosperity for all. We are co-operating with the Ontario Government by reducing prices in an honest effort to provide a job for every man. You can help. Buy. Build. Work."

He also left the enclosed letter, signed by our worthy Provincial Premier. One seemed so absolutely contradictory of the other, and both virtually emanating from the same source, because the purchasers of the binder twine are those who have put and retained our present government in office.

(Signed) J. N. McGregor

Letter Left By U.F.O Government Representative

Dear Sir:

As you are no doubt aware, the Government of the Province has had its attention directed to the question of Unemployment. It was decided to secure the aid and co-operation of representatives of the various commercial and industrial interests, and an Advisory Committee on Unemployment was formed to advise and assist the Government in dealing with abnormal unemployment conditions throughout the Province.

The Committee, on which the Retail Merchants are represented, has given the whole question serious consideration. A conclusion has been reached that there is only one practical way of attempting to remedy the present situation, and that is to have our factories and workshops running again at full speed, thus creating employment through normal and proper channels.

The members of various trade organizations are being requested, to commit themselves to the broad principle of selling their goods at replacement costs or prices and on as close a margin of profit as possible until normal conditions are finally reached. Many have done so already but unless everyone co-operates the best result will not be achieved.

The merchandise in your store is only worth what the consumer can afford to pay for it, and before the Retail Merchant can place new orders he must first of all dispose of the stock on hand.

The purchasing power of a large number of consumers has been reduced by various causes, and if there is to be a normal movement of merchandise, prices must be reduced to a corresponding level.

It is quite obvious, therefore, that some great effort should be made to bring about the desired end. The Retailers occupy a very important position, coming as they do in direct and final contract with the consumers.

The Government has endorsed the recommendation of the Committee for an advertising campaign which commenced on Thursday, December 8, 1921, appealing to Manufacturers, Wholesalers and Retailers and other important branches of trade and industry to co-operate in a great campaign to stimulate production and to get prices down immediately to replacement cost or less. If you will do your part the Public will buy and your stocks will be depleted, thereby making it necessary for you to be in the market for new goods. The Wholesaler will have to reorder from the Manufacturer, who in turn will be impelled to keep the wheels of industry moving at full speed in all lines. Workmen will have employment, their purchasing power will be increased, and they will come to you for more goods. Thus your action will not only help to relieve the unemployment situation, but will in the end better your own business.

Your co-operation in achieving the objective of the Advisory Committee on Unemployment is particularly desired.

Everyone must do his part! Will you do yours?

(Signed) E. C. Drury
Chairman

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

PRIMING CUPS

Geo. B. Haynes, Gananoque, Ont.—Kindly inform me who are the manufacturers of Needle Point Priming Cups.

Answer—Canadian Detroit Lubricator Co., Walkerville, Ont.

SAUSAGE MACHINES

Messrs. Spadoni Bros., Box 89, White River, Ont.—Please let us know where we can obtain Sausage Machines.

Answer—We would refer you to the following manufacturers of machines: Canada Scale & Slicer Co., Brantford, Ont.; Brantford Computing Scale Co., Brantford, Ont.

"CANADA PRIDE" RANGE

F. W. Inman, General Hardware, Dundas, Ont.—Could you please advise where we can purchase repair parts for the "Canada Pride Range?"

Answer.—The McClary Manufacturing Company, Hamilton, Ontario, advise that they have the patterns for the Canada Pride Range, and can supply repairs.

Repair parts for the fire box can also be secured from Messrs. McIntyre & Taylor, Limited, Queen Street West, Toronto.

WELDING COMPOUND

The Rogers Hardware Company, Charlottetown, P.E.I.—We would thank you to let us know who are the manufacturers of welding compound in Canada.

Answer.—In this connection we would refer you to any of the following firms:

1. The Anti-Borax Compound Company, Windsor, Ontario.

2. The Canadian Compound Company, Windsor Ontario.

3. The Goldschmidt Thermit Company, Toronto, Ontario.

TANNERS' KNIVES

The Nellis Hardware Company, Vermilion, Alta.—Kindly let us know where we can procure Tanners' Knives and other tools.

Answer.—The Beardmore Belting Company, Limited, No. 37 Front Street East, Toronto, Ontario.

"1000-MILE" AXLE GREASE

The Toronto Hardware Company, 402 Dufferin Street, Toronto.—Can you tell us who are the makers of the Thousand Mile Axle Grease?

Answer.—The Leechburg Oil & Koline Company, Leechburg, Pa., U.S.A.

ARSENATE OF LEAD

F. C. McMaster, Brighton, Ont.—Kindly advise who makes Arsenate of Lead in Canada.

Answer.—The Canada Paint Company, Montreal, Quebec, and the Sherwin-Williams Company, of Canada, Limited, Montreal, Quebec.

"DOMESTIC JEWEL" RANGE

Messrs. E. O. Lindeblom & Company, hardware merchants, Scotsguard, Saskatchewan.—Can you tell us who are the makers of the Domestic Jewel Range?

Answer.—The Burrow, Stewart and Milne Company, Limited, Hamilton, Ontario, advise that they used to manufacture the Domestic Jewel Range, but they have ceased to make the stove, a long time ago. They further advise that all their patterns were destroyed by fire. They have only a few repairs available, which are for the front of the firebox and the bottom.

Effective Windows of Shaving Accessories

Effective Windows of Shaving Accessories—Some Attractive and Helpful Displays in London, Ont..

LONDON, Ont.—Some unusually fine window displays of safety razors, shaving brushes, strops and shaving soaps have been shown here this week and many of the arrangements might offer suggestions helpful to hardware merchants in arranging "pulling" windows. In one window the plan followed was to build in the center from unopened packages of razors an octagonal column about 18 inches high. This was hollow in the center and at the top in the open space was placed a large display card calling attention to "Shavers' Needs" and listing razors, blades, brushes, strops and shaving soap. The lettering was done in red and stood out well. On each side of the column were shown various priced razors in cases. The arrangement was a razor, then a brush, another razor, a brush in a box, a razor and another brush and so on across to the end of the window. Behind this was a similar arrangement only on a sheet of glass raised by placing under it at each corner a couple of closed razor cases. The general effect was a massed one which not only attracted attention but held it and brought in many customers.

Another display consisted also of a massed effect but without the big column in the center. The first row was made entirely of safety razors, variety being obtained by having one case open and another closed. The second row was raised on a sheet of glass supported by tins of shaving soap. On this row there were alternately a razor, then a brush and then a tin of shaving soap all the way across. A third row was raised behind the second and variety was obtained by setting individual brushes between two razors in cases. In the fourth row the arrangement was to set a razor between two brushes in cases. The background was composed of advertising helps and neatly lettered moderate sized display cards.

May Be "A Wolf in Sheep's Clothing"

Unscrupulous Leaders of Soviet Russia Abandoning Murder-Rape Policy in Attempt to Win Sympathetic Co-operation of the World in the "Save the Children Famine Fund"

A large proportion of the contributions toward relief work in Russia, in connection with campaigns now under way, will undoubtedly be expected from business men. For the information and protection of these business men Hardware and Metal reproduces herewith an article, to be followed next week with another, outlining some data on the subject.

We have been under the impression that Lenine and Trotsky were a couple of extremely clever, unscrupulous hypocrites for whom the world was handpicked by the Germans and certain allies, which they officially admit, and sent to head a movement for which plans had been carefully made, to take Russia out of the war and to place that country's wealth and resources in the hands of the promotion syndicate. By slogans and popular theories of handing the properties of the classes to the masses they made a great hit. They themselves, of course, never believed in any such ideals. They got their rivals and opponents out of the way by a gigantic system of organized murder. They prolonged the war and in that way were responsible for the killing and maiming of thousands of Canadian boys. Since the war they have carried on a persistent campaign for creating discontent in Canada—particularly among the wage earners to prevent their working.

Having looted Russia to the limit they are throwing down their dupes, the Bolshevists, blaming them for the wrecking. They are just like groups of financial highwaymen with which trusting investors here are too familiar. They are asking the world to come in and assist them to re-organize the company, buy more bonds. The first offerings did not meet with success. The public was suspicious of the looters. They called back the proposals and proceeded to sugar-coat them; to put the public in a friendly frame of mind for their reception. Their new propaganda was designed to show that the looters were really very great, kindly, in fact, saintly, men; public benefactors who had suffered from the actions of unscrupulous employees. It is true, Lenine and Trotsky admit, thousands of good Russian men were murdered and many more thousands of gentlewomen and girls raped but that was an error of judgement. They are repentant. They are sorry. They are changing the system. The murder-rape policy is being gradually abandoned. The sugar-coating is the linking up of "Save the Children Famine Fund," with the whitewashing of Lenine-Trotsky. A big-hearted genial Canadian, Colonel Mackie, rancher, contractor, promotor, recently made a flying visit to Russia and has come back full of the saintliness of the reformed Lenine-Trotsky crew of murderous highwaymen and the good things they have done and are going to do for Russia—and the old story of prospects of big buying orders for Canada and Russian concessions for Canadians. Under the auspices of the "Save the Children Fund," the gallant Colonel has set himself the task of correcting Canadian beliefs in the unsavory characters of these men.

We would be sorry to misjudge Colonel Mackie, but the fact is that so far all his utterances in interviews are about one-tenth famine relief and nine-tenths rehabilitation of Lenine-Trotsky. It is rather a coincidence that over two months ago a propaganda sheet issued by the Berlin Bolshevik agency told of this plan—boasted of its success in developing the appeal for famine relief into a big campaign for the financing of Soviet Russia by western capital. Now they will boast the Canadian Parliament is giving them moral recognition. Is this fair to Canadians?

Twenty Years Ago

Following items are reproduced from Hardware and Metal of March 1, 1902:

Brousseau and Frere, tinsmiths, etc., Quebec City, have registered partnership.

The old established business of John Lysaught Ltd., of Bristol, Eng., has recently been reorganized under the same name and management with increased capitalization amounting now to $5,000,000. This change does not affect their arrangement in Canada, A. C. Leslie & Co., of Montreal, continuing to act as managers of the Canadian branch.

Amiot, Lecours & Lariviere (incorporated) wholesale hardware merchants, etc., Montreal, have applied for a charter.

Alterations being made in Lewis Bros. warehouse, Montreal, are nearing completion. All the offices have been brought together now and the whole second floor will be used for them. The sample room when completed, it is claimed, will be one of the finest in Canada.

At the annual meeting of the Kamloops, B.C., Board of Trade, a letter to Andrew Carnegie was read and adopted, asking him for assistance towards the erection of a sanatorium somewhere in the dry belt of British Columbia.

The Canada Hardware Co. Ltd., of Montreal, have been forced to make changes in the arrangement of the departments to make more room. The private offices are being removed to the ground floor and the general offices in future will be on the first floor.

It has now been learned that the late Marcellus Hartley left a will. The estate had previously been estimated to be about $4,000,000, but it is thought that it will now amount to upward of $60,000,000. Mr. Hartley was head of M. Hartley & Co., New York, and president of the Remington Arms Co., The Union Metallic Cartridge Co., Bridgeport Gun Implement, etc. He died very suddenly about a month ago while attending a meeting of directors.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

VISES AND BAR CLAMPS

The Rae Machine Tool Works, of Hamilton, Ont., have marketed a new line of vises and clamp bars. These include woodworkers' vises, amateur and household type, machinist vises with stationary and swivel base, oval slide vises and self-locking pipe vises. They also have several sizes of bar clamps; the makers claiming that only the best material is used in their product. The parts of the pipe vises and bar clamps are made of malleable iron, and in the latter case all parts are interchangeable.

KITCHEN CUTLERY SETS

Landers, Frary and Clark, of New Britain, Conn., U.S.A., announce that they have recently made up various combinations of kitchen sets. These are mounted on cardboard for counter or display purposes. The nine piece set is called the Handy Andy No. 349, and consists of two kitchen knives and forks, a pallet-knife, a cake turner, slicer, bread knife and carver. Set No. 346 consists of six pieces, while another combination of four pieces is No. 344.

NON-SCALD SAUCE PAN

A Non-scald, Lock-lid, sauce pan has been placed on the market by the Aluminum Specialty Co. of Canada, 60 John Street, Toronto, Ont. The special features of this product pointed out by the manufacturers are that only one hand is required to drain the contents, as a coarse strainer is fitted in the cover for this purpose. It also has a fine strainer for liquids. This pan is claimed as specially adaptable for draining vegetables. The cover locks on the sauce pan, and is removed by pressing the special attachment on the handle.

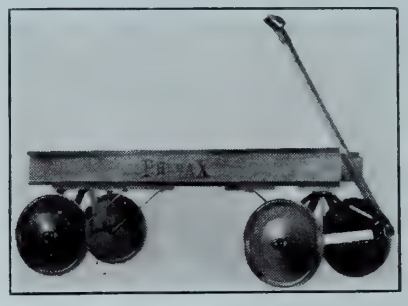
"ABRAZO" CLEANSER

The American Steel Wool Manufacturing Co., of New York City., announce that they have recently placed on the markets another aluminum cleanser named Abrazo. This product consists of six rolls of steel wool and also a cake of aluminum soap. The Abrazo soap is described by the makers as the feature of this new line. In addition to being primarily intended as an aluminum cleanser, the manufacturers claim that it is adaptable for cleaning and polishing many other classes of kitchen ware.

"PREMAX" COASTER WAGON

The Niagara Metal Stamping Co., Niagara Falls N.Y., U.S.A., recently announced the introduction of the "Premax" Road-Tested Coaster Wagon.

The manufacturers' explanation of the term "Road-Tested", is that this coaster wagon was subjected to a severe road test, before being placed on the market. They also claim a number of special improvements in design, particularly as regards the bolsters, roller-bearings, axles and general finish. This new wagon is made in the standard sizes of wooden box, and also is equipped with the new design of double disc steel wheels.



"Premax" Coaster.

TOOL ASSORTMENTS

Assortments of tools in cabinets, boxes and sets have been placed on the market by the Stanley Rule and Level plant of the Stanley Works, New Britain, Conn., U.S.A. The Stanley tool combinations have three different quantities offered in cabinets as follows: No. 850, and No. 852. These comprise 50, 35 and 20 tools respectively. The Box assortments are No 800 and No. 801, comprising 25 and 15 tools. There are also three different assortments of tools in sets, in quantities of 13, 12 and 6 tools these being numbered 850, 851 and 852. Full descriptions of these assortments will be sent upon request to the Stanley Works.

WOOD MARKING GAUGE

Messrs. E. Stearns & Company, hardware manufacturers, Syracuse, N.Y., U.S.A., advise that they have just placed on the market their No. 29 Wood Marking Gauge. The manufacturers claim that this is a new line in this class of products, the No. 29 Gauge, being made of polished beech beam, with japanned metal head.

WINDOW DISPLAY CONTEST

The American Steel Wool Manufacturing Co., New York City, have announced a prize window display contest, which commenced March 1. The regulations covering the contest provide that windows must feature steel wool products. Various trimmings and embellishments to assist the displays will be forwarded by the American Steel Wool Co., upon request. Cash prizes of $25, $15, and $5, are offered.

FAUCET KETTLE HOLDER

The faucet kettle holder, is a product designed to fit on any faucet, and hold the kettle or other utensil, while being filled with water. It is being placed on the hardware markets by Chas. E. Ellis, of Newark, New Jersey, and is described by the manufacturers as the "missing link in kitchen equipment."

The extent of usefulness of this new device is covered by the following claims submitted by the makers; (1) Saves time and strength. (2) Prevents burns from steaming kettle. (3) Protects and keeps clean the enamel in sinks. (4) Keeps bottom of the vessel dry. By means of a small clamp, it can be fastened securely on any sized faucet, and can be attached or removed with ease. It will also hold a bucket or other vessel having a handle.

"FIVE-BURNER" OIL STOVE

Two new models in Five-Burner Oil Cook Stoves, has been announced by the Perfection Stove Company, Limited, of Sarnia, Ontario. These are listed respectively as No. 35 and No. 39D. The manufacturers announce that the reason for introducing these new models is to meet the demand for a larger stove than the No. 34 Four-Burner model. The No. 35 stove is supplied with or without cabinet, and has a length over all of 64½ in. The No. 39D Model follows the same line with the exception of the built-in oven. This stove gives three independent cooking burners when the oven is in use. The makers further claim that the production of this new five burner range meets the general requirements of kitchen use all the year round, and not merely for one season There is a special re-inforcing pan connecting the legs on both of these models this additional bracing making them rigid. These stoves, and all burner combustion dia's, are identical with other models of Perfection Oil Stoves.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

PRICE developments on the current hardware markets include lower quotations on binder twine, wire nails, bright and annealed wire, galvanized and barbed wire, coiled spring and plain twist wire, fence staples, wood handles, horse shoes, the Enterprise line of food choppers, skate screws in cartons, chain pipe wrenches and whip lashes.

The new season's prices on binder twine attract special attention with a reduction of approximately 35 per cent. from last year's quotations. The discounts on hickory, ash, oak and maple handles are revised, but other products such as hay fork, hoe, rake and shovel handles, with whiffletrees, and doubletrees, at present remain unchanged in price. The easier price levels on various wire products reflects the recent trend of primary wire markets. A similar development has been recorded in ingot copper, with consequent lower prices on semi-finished copper and brass products in eastern quarters. Uncertain quotations are now evident on the heavier gauges of corrugated iron, the nominal prices now being shaded according to specifications and delivery required.

A brighter tone is generally apparent in the sheet markets, with a slight improvement in current activity noted in bar iron and steel. Dullness again rules in the scrap material markets, while ingot metals continue very irregular and although domestic prices are practically unchanged this week, varying fluctuations have been apparent in primary centres.

Montreal Markets

MONTREAL, March 2.—The announcement of the new season's binder twine prices is a feature of the hardware markets this week. These quotations show a substantial reduction from the opening prices of last year, the decline averaging 6 cents per lb. on the different qualities and lengths. Another feature of the markets is the further reduction in galvanized wires and barbed wire. Plain galvanized, coil spring and plain twist is reduced from 15 to 30 cents per 100 lbs., while barbed wire shows a reduction of approximately 30 cents per 100 lbs. Discounts on hickory, ash, oak and maple handles are revised, although up to the present such lines as hay fork, hoe, rake and shovel handles are unchanged, also whiffletrees, doubletrees and horse pokes. Solid sash weights are reduced to $2.65 per 100 lbs., and plumbers' oakum has a new lower price of $7.00 per 100 lbs. in 50 lb. bales. The easier tendency in copper on primary markets is now reflected on sheets, rods and tubing, these having been reduced in the past week. Standard compression work is reduced through changing the discount from 43 to 45 per cent., while bath cocks and standard gate valves also show a revision in prices. Tap soles and heels have new lower prices, also chain pipe wrenches. Ingot metals are still very dull, but the steady decline, evident in the past few weeks, is seemingly over, for the present at least.

LOWER PRICES ON PLAIN GALVANIZED WIRE

Montreal.

The recent easier tendency displayed in outside markets has now been reflected locally on wire and wire products, and plain galvanized wire is reduced from 15 to 25 cents per 100 lbs. New local quotations are the following:

PLAIN GALVANIZED WIRE:—Per 100 lbs.—8 to 8, $4.55; 9, $3.90; 10, $4.65; 11, $4.70; 12, $4.10; 13, $4.20; 14, $5.05; 15, $5.65; 16, $5.80.

FURTHER REDUCTION ON BARBED WIRE PRICES

Montreal.

A further reduction of approximately 25 cents per 80 rod reel, and 30 cents per 100 lbs. in catch weight reels, is now announced on barbed wire, this being the second price decline since the first of the year. Following are the new quotations;

BARBED WIRE:—Catch weights $4.30 per 100 lbs. In 80 rod reels, per reel, 2 x 5, $3.45; 4 x 6, $3.65; 4 x 4, $4.00.

BINDER TWINE PRICES CONSIDERABLY LOWER

Montreal

The new season's prices are now announced on binder twine. These quotations show a substantial reduction from the opening prices of last year, ranging from 5¾ cents to 7¼ cents per lb on the different qualities and lengths. Following are quotations now given; 650 ft. to the pound, 14 cts.; 600 ft. 13½ cts.; 550 ft. 12½ cts.; 500 ft. 11½ cts per lb. Terms; 5 per cent. spot cash, net October 1st; 1/8 cent off on orders of five tons and over, ¼ cent on orders of ten tons and over. Freight prepaid to nearest station in lots of 300 lbs. and over.

COMPRESSION DISCOUNTS SHOW REVISION

Montreal.

Discounts on certain lines of compression goods now show a revision, bringing quotations on these lines slightly lower. Standard compression work is now quoted at less 45 per cent., former discount being 43 per cent. Bath cocks are reduced through the discount being changed from 30 to 35 per cent., while the gate or straight way are now less 25 per cent. There has been an easier tendency in certain raw material markets, now reflecting on the finished products. There is said to be only a moderate trade in these lines, but an improvement is looked for with the promising indications of more extensive building operations in the spring months. Following are revised quotations;

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	35%
Basin cocks, Fuller No. 0	30%
Do., Nos. 1 and 2	30%
Flatway stop and waste cocks, std	54%
Roundway stop and waste cocks, std.	46%
Brass steam cocks, standard	40%
Do., removable disc	58%
Globe, angle and check valves, standard	25%
Gate or straightway	25%
Emco Globe valves	33%
Emco check valves	33%
Jenkins Globe, angle, check and swing check	19%
Jenkins Iron body gate	33%
Jenkins gate or straight way	25%
Jenkins iron body, globe and angle	15%

GALVANIZED PLAIN TWIST WIRE $5.20 PER 100 LBS.

Montreal

Galvanized plain twist wire shows a further reduction of 30 cents per 100 lbs., and is now quoted locally at $5.20.

EASIER PRICES ON COIL SPRING WIRE

Montreal.

Current quotations on galvanized coil spring wire are reduced 15 cents per 100 lbs., and No. 9 is now quoted at $3.95, No. 12, $4.15 per 100 lbs.

LOWER PRICES ANNOUNCED ON PLUMBERS' OAKUM

Montreal

Plumbers' oakum again shows a reduction of 35 cents per 100 lbs., and is now quoted at $7.00 per 100 lbs. in 50 pound bales.

GRADUAL IMPROVEMENT IN PIPE MARKETS

Montreal

The anticipated improvement in sales of wrought iron and steel and steel piping would seem to have set in, at least inquiries are now allowing dealers to expect increased trade in the near future. For some time past, current business has been described as very seasonal, only small sorting orders forming the movement. However with the season now advancing, and indications that more interest is now being taken, the gradual betterment should continue. Quotations remain with list No. 54 the selling basis, with conditions again somewhat unsettled owing to certain price-shading, notwithstanding prevailing low levels.

FURTHER REDUCTION IN SOLID SASH WEIGHTS

Montreal

Solid sash weights are further reduced 35 cents per 100 lbs., bringing the quotation on these locally down to $2.65. Sections remain unchanged at $3.25 in one lb., and $3.50 in one-half pounds.

EASIER PRICES ON LEATHER SOLES AND HEELS

Montreal

A revision in prices on tap soles and heels is made, showing a reduction of approximately 12 per cent. Following are new quotations;

LEATHER SOLES—

No. 36, $3.80; No. 37, $3.50; No. 37½, $1.75; No. 10, $6.20; No. 11, $4.90; No. 14, $2.85; No. 15, $2.25; No. 121, $3.10; No 123, $2.80, doz.

Heels—Nos. 50, $1.40; No. 141, .90c.; No. 81, $1.00 doz.

CHAIN PIPE WRENCHES HAVE REDUCED PRICES

Montreal

Quotations on chain pipe wrenches show a reduction, with the following prices now quoted;

CHAIN PIPE WRENCHES

No. 31, $3.10; No. 32, $4.30; No. 33, $6.00; No. 33½ $7.75; No. 34, $9.50 each.

CERTAIN HANDLES HAVE REVISED DISCOUNTS

Montreal

Reductions in prices are made in some lines of wood handles, while others remain unchanged. Discounts are revised on hickory, oak, ash and maple handles, while hay fork, hoe, rake, shovel and manure fork handles have unchanged quotations. Whiffletrees, doubletrees, neckyokes, wood rakes and horse pokes also remain as formerly. Following are prevailing discounts:

WOOD HANDLES

All hickory handles	10%
All oak, ash and maple handles	Net list
Hay fork hoe, rake, shovel and manure fork	Net list
Whiffletrees, doubletrees and neckyokes	plus 20%
Wood rakes	plus 10%
Horse pokes	plus 10%

NO CHANGE RECORDED IN RANGE BOILERS

Montreal

There have been few developments on the local market for range boilers since the adoption of the new list some few weeks ago. While most distributors at that time adopted the new selling basis, there are a few wholesalers who are still selling at net prices. It was thought that this condition would be remedied before this date, and the new list prices and discounts adopted by all concerned. Current trading in these lines is still quiet, this undoubtedly being the chief reason for the present unsettled condition. It is pointed out that there is little variation between the new list prices with the discount, and the older net quotations, especially on the standard size boilers, and the general adoption of the new prices would mean little or no difference to the distributor, but would have a settling effect on the trade in general.

RANGE BOILERS—

Size	List Price
5 gallon	$13 50
12 gallon	14 00
18 gallon	15 00
25 gallon	16 50
30 gallon	17 50
35 gallon	20 50
40 gallon	22 75
52 gallon	38 00
66 gallon	60 75
82 gallon	74 00
100 gallon	103 00
120 gallon	117 00
144 gallon	164 00
168 gallon	187 00
192 gallon	210 00

LITTLE VARIATION IN SHEET MARKETS

Montreal

Quotations on the various lines in the local sheet markets are this week unchanged, following the easier price levels announced in the previous two issues. The lower levels would tend to show that the trend of the sheet markets is, in general, still in the downward direction, although local distributors seem satisfied that prices will not record further reductions of a marked nature. Minor recessions may develop, they state, but certainly prevailing quotations are now well down to bottom when compared with replacement costs. Locally, the volume of trade is still limited, but with the month of February now at a close, a gradual, but healthy improvement, should be noted. At primary sheet centres, the improved condition continues, further inquiries developing and actual demands gradually increasing. Unchanged local quotations are the following:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.		
10¾ oz.	6 75	7 60
28 gauge	6 35	7 20
26 gauge	6 05	6 85
22-24 gauge	5 90	6 60
20 gauge	5 75	6 35
18 gauge	5 75	6 35
16 gauge	5 60	6 35
14 gauge	5 45	6 35
12 gauge	5 30	6 35
10 gauge	5 20	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 65	6 35
22 gauge	6 30	5 90
18-20 gauge	5 60	5 75

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 00
20 x 28 IC, 112s	16 50
20 x 28 IX, 112s	18 50
20 x 28 IXX, 5s	10 50
20 x 28 IXXX, 5s	11 25

TERNE PLATES

20 x 28 IC, 112s	16 00

CANADA PLATES

Dull—

18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—

12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

AVERAGE VOLUME OF PIPE FITTING SALES

Montreal

Current quotations on the various lines of pipe fittings are unchanged since the revision of a few weeks ago. The volume of business is said to be of average proportions, but principally of small sorting orders. A steady improvement is now anticipated, dealer stocks being undoubtedly low and consuming demand should increase in the following weeks. Unchanged prices and discounts are as follows:

FITTINGS—

Cast iron fittings	30%
Bushings, cast	32%
Do., malleable	32%
Flanges	40%
Plugs	30%
Flange unions	30%
Malleable unions	47%
Dart Unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in., close and short	50%
Do., long	60%
Do., 4½ to 8 in., close and short	40%
Do., long	50%
Couplings, 4 in. and under	30%
Do., 4 in., and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 18	0 20

BOILER TUBE PRICES STILL COMPARATIVELY HIGH

Montreal

Current quotations on boiler tubes remain unchanged, with trade described as seasonably dull. In the earlier weeks of the year, business experienced a slight revival owing to repair work under way for spring activities, but in the past

weeks this has fallen off to an extent. While quotations are for the present holding unchanged, it is felt in some quarters that prices are not yet down to a corresponding level with replacement costs. Prevailing quotations on raw products are now within reasonable reach of pre-war levels, while boiler tubes are still at least 100 per cent. in advance. Therefore further recessions in prices would not be surprising. It is further pointed out that lower prices at the present time would undoubtedly assist trade, especially in the direction of repair work.

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	34 75
3½ inch	52 50	34 75
4 inch	65 00	44 00

IMPROVEMENT EXPECTED IN CORRUGATED SHEETS

Montreal

There is little or no change on the current market for corrugated sheets, with business described by local distributors as still quiet. With the month of February now passed, the present month is looked upon as the period when a gradual improvement will be felt. A slightly easier tendency is now noted in some quarters, owing to the easier levels appearing on flat sheets in recent weeks, but with the present quiet condition of trade, dealers look for little recession in prices in the immediate future. Following are list prices and discounts:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 2¼ ins. 75c a square extra.

SEASONABLE MOVEMENT IN SOIL PIPE AND FITTINGS

Montreal

There have been few developments recorded in the market for soil pipe in recent weeks. In the closing months of last year a reduction of quite substantial proportions was announced on these lines, bringing prevailing prices to a reasonably low level. Competition was at that time declared a deciding factor in reducing quotations, and during the following quiet months this has not played such a prominent part in the market. Distributors state that business is now quiet with little improvement looked for until the open weather in the following months a little later on. Following are unchanged discounts:

SOIL PIPE—	
2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

ONLY MODERATE MOVEMENT OF IRON AND STEEL

Montreal

With a noticeable improvement at primary steel centres, there is said to be little or no increased activity locally up to the present. In the opening weeks of February, there was a turn for the better, when inquiries were slightly more numerous, but these have again fallen off. There is, however, no reason for discouragement, according to local distributors, and the month of March is looked upon as the period when a gradual but healthy improvement will be felt. In primary markets, there is still a better feeling, the commencement of which developed a few weeks ago. Recent reports indicate that the turn has been reached, and operations should continue to increase from now on.

Quotations remain at revised levels of a few weeks ago, when prices on the local market showed a recession of 25 cents per 100 lbs. on the various lines of bar iron and steel.

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

EASIER PRICES ON BRASS AND COPPER GOODS

Montreal

The trend of copper in the past few weeks on primary markets has now reflected in such products as brass and copper sheets, rods and tubing. Sheets in both metals are reduced 2 cents per lb., rods one cent and tubing 2 cents per lb. Lower quotations on these products are not surprising as the ingot metal has been decidedly easier recently, although this week an improvement is in sight. Following are revised quotations;

BRASS—	Base.
Sheets, base	0 24
Rods, base ½ to 1 in., round	0 22
Tubing, seamless, base	0 30

F. o. b. Montreal.

COPPER—	
Rods, ½ to 2 in.	0 29
Soft sheets, plain, 16 oz., and heavier	0 32
Plain tinned, 16 oz. and heavier	z0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

INGOT METALS STILL VERY IRREGULAR

Montreal

Markets for ingot metals continue somewhat irregular, although during the past week there has been little change in prices, witth certain indications that the recent decline is almost at an end, for the present at least. The immediate outlook is somewhat uncertain, but the probabilities are that there will be a quiet period for a time.

TIN.—This has been fluctuating considerably, with a movement of from £4 to £5 per ton on a single day. In view of the heavy stocks available, it is difficult to see how there can be much advance. Local market is dull at 34½ cents.

COPPER.—London has been irregular, with standard showing some slight improvement, but this is probably due to short coverings. New York is slightly firmer, although it is too early to prophesy any definite advance. Quotations are unchanged, electro quoted at unchanged, but London has improved somewhat during the week. It is not likely that there will be any particular change in the near future. Local market is quiet at 6¾ cents.

SPELTER.—The London market remains steady at around £24-10s, but East St. Louis, after being quoted at $4.50 for some weeks, now shows signs of some improvement. Demand, however, still continues from hand to mouth. Quotation slightly easier at 7 cents.

ANTIMONY.—Despite the low level of prices, there is no indication of any improvement as yet, and apparently available stocks are still ample. Chinese is quoted at 6¾ cents, high grade English at 7¾ cents.

ALUMINUM.—This metal continues in an almost listless state on the market and prices are again easier at 24 cents.

Toronto Markets

TORONTO, March 2.—This week's price developments include reductions on binder twine, horse shoes, the Enterprise line of meat choppers, skate screws in cartons, and egg crates. The new season's quotations on binder twine supply the feature change with a reduction averaging thirty-five per cent. from last year's prices.

Various wire products, including wire nails, galvanized and barbed wire, plain and annealed wire, coiled spring wire, and fence staples in both black and galvanized now record varying reductions.

There is a brighter tone recorded in the sheet markets generally, with a similar improvement in bar iron and steel. Uncertain prices are now evident on the heavier gauges of corrugated iron, these now being quoted according to specifications and delivery required. An easier primary tone is noted in copper and brass products, with current levels on sheets, rods and tubing at present remaining unchanged. Dullness again rules in the scrap material markets, while the tone of ingot metals has recorded very little variation from the recent quiet plane.

REDUCED PRICES NOTED ON HORSE SHOES

Toronto

Lower quotations are now in effect on horse shoes. The revised prices on these products are as follows:

HORSESHOES—		Price per keg.	
		Sizse made larger less 20c.	No. 1 smaller
Patterns			
Light iron	0-7	6 90	7 15
Long-heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Special-countersunk	0-4	8 75	....

Packing—Up to 3 sizes in one keg, 10c. per 100 lbs. extra. More than 3 sizes, 25c. per 100 lbs. extra.

F.o.b. Montreal and Belleville.

EASIER PRICE LEVELS ON MEAT CHOPPERS

Toronto

A reduction has been announced this week on the Enterprise line of meat choppers. The revised quotations on these products are as follows:

	Per Dozen
Size, No. 5	$27 00
Size, No. 10	47 00
Size No. 12	40 80

EGG CRATE PRICES NOW SHOW REVISION

Toronto

A revision has been announced on the Humpty-Dumpty line of egg crates, which brings prices on these products slightly higher than previously. The new quotation is $7.00 per dozen.

SLIGHTLY BETTER TONE IN GASOLINE DEMAND

Toronto

A slightly firmer tone has recently developed in the gasoline market, and prices have remained stable for a number of weeks. The easier trend which was noticeable during the winter months has now strengthened under the improved demand, coupled with the prospects for greater consumption with the advent of spring weather.

LOWER QUOTATIONS APPEAR ON SKATE SCREWS

Toronto

Another reduction has been announced in skate screws. The price for cartons of 12 boxes each is now 32 cents per carton. These quotations cover oval head bright, ⅜ x 6 and ⅝ x 6; also round head bright 7/16 x 6 and ⅝ x 6.

UNCERTAIN PRICES ON HEAVY CORRUGATED

Toronto

The situation in corrugated sheets is worthy of special attention. The quiet trade conditions have resulted in an easier market tone being recently apparent in these products, and while quotations and discounts nominally remain unchanged, yet it is noticeable that prices on heavier gauges are now practically open. The base price of $6.50 on the 28 gauge, with a discount of 10 per cent., is still in effect. The U. S. 26 gauge has been added to the list with a quotation of $8.00 per 100 square feet. Owing to competition, prices on 24 gauge and heavier, have been withdrawn in some quarters, while an open market is recorded in others.

Corrugated iron in heavier gauges than 26, is now being quoted according to specifications and delivery required. For smaller purchases, the following nominal price list generally prevails. Large shipments, however, will now be governed by the above revised conditions.

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No., 26 U. S., gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per sq. extra.

BRIGHTER TONE NOTED IN THE SHEET MARKETS

Toronto

The base quotations on black, blue annealed and galvanized sheets, respectively, are generally being maintained on current new business. It was reported at one time that some slight concessions were being made in certain quarters, but other reports have since indicated that where such conditions prevailed, the material was not up to standard. The domestic markets record a distinctly brighter outlook, and the expectations regarding improvement with the advent of spring are gradually nearing fulfilment. The demand for sheets and plates in southern primary centres is reported to be increasing steadily in volume each week. Mill operations, especially in tin plate, continue at a very satisfactory ratio for this period of the yar. Following are the current local quotations:

BLUE ANNEALED—		
10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65

BLACK—		
18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis
28 gauge	8 00	7 00
26 gauge	7 75	7 25
24 gauge	7 35	6 85
22 gauge	6 90	6 40
18 and 20 gauge	6 75	6 25
Premier and Apollo.		
10¾ oz.	6 00	6 75
U. S. 28 base	5 60	6 35
U. S., 26 gauge	5 30	6 05
22 and 24	5 15	5 90
18 and 20	5 00	5 75
16	4 85	5 60
12 and 14	4 70	5 45

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25

PLATES, COKE TIN—	
IC, 20 x 28, 112 sheets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 sheets	9 00

PLATES, CHARCOAL TIN—	
IX, 20 x 28, 56 sheets	14 00
IXX, 20 x 28, 56 sheets	16 00

PLATES, TERNE—	
IC, 14 x 20, 112 sheets	12 00

EASIER PRICES ON WIRE NAILS AND SIMILAR GOODS

Toronto.

The recent uncertainty noted in primary wire markets, has resulted in easier prices on various wire products. These changes include a recession of 25 cents per keg on wire nails, a similar reduction on fence staples, both black and galvanized, while the base price on bright wire is lowered 40 cents. Coiled spring wire, barbed wire, and the base price on galvanized wire, are other lines recording easier levels this week.

NOTABLE REDUCTION IN BINDER TWINE PRICES

Toronto

In announcing the prices for the season of 1922 on binder twine, manufacturers refer to the fact that certain competitive elements in the market have resulted in quotations showing such a remarkable drop from last year's level. The extent of the decline, averages around seven cents per lb., and thus represents a reduction of approximately 35 per cent. The new quotations not only reflect the trend of current primary movements, but are stated by the producers to result from the general determination to reach a substantial price basis for the season's trade, and one which would most likely prevail for the entire period without variance. Following are the revised levels:

TWINE BINDER	Per ft.
500 feet	0 11½
550 feet	0 12½
600 feet	0 13½
650 feet	0 14

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent. lb. on 10,000 lbs. and ¼ cent lb. on 20.000 lb.

Terms: 5 per cent. cash, net, Oct. 1st.

BETTER FEELING NOTED IN IRON AND STEEL

Toronto

There is a better feeling now generally reported in the iron and steel markets. Current local business is reported to have been fairly brisk in certain quarters, while the general undertone has registered improvement. Orders are not of a large character, but dealers report purchases on the domestic centres as noticeably more numerous. Inquiries also feature the prevailing attitude in larger volume. The prices recently in effect are being maintained, with some doubt being expressed in certain quarters as to what ultimate effect a coal strike in southern fields would have upon the primary market quotations. The following price levels, however, represent the average now appearing on the local markets:

IRON AND STEEL—	
Mild steel bars base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	31 00
Cast tool steel, medium	18 00

PREPARE FOR BETTER TRADE IN ROOFINGS

Toronto

While improved sales for various roofing products are confidently expected in the near future, especially with the enlarged building programs under contemplation in general, yet the volume of business during the month just closed, is described as just holding its own with that recorded in January. As soon as spring weather arrives, better conditions in the roofing industry are anticipated. One distributor stated that they are preparing for a very good year, especially during the summer and fall months when many buildings will be reaching the stage of completion and requiring roofing.

EASIER PRIMARY TONE IN COPPER MARKETS

Toronto

Current prices on copper and brass sheets, rods and tubing, at present remain unchanged. While it is stated that the weaker tone in the primary copper markets may affect semi-finished products, the market tendency is described as having been anticipated to some extent by manufacturers and distributors, when announcing prevailing quotations. Prices on certain finished copper goods have recently recorded slight recessions. The following are the average quotations on the local markets:

BRASS—	
Sheets, base, per lb.	$ 0 23
Tubing, base, per lb.	0 25
Rods, base, per lb.	0 20
COPPER—	
Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30
Do., plain tinned 16 oz. and heavier, lb.	0 37
Do., polished and tinned 16 oz. and heavier, lb.	0 42
Tubing	0 29

ANTICIPATE IMPROVEMENT IN SOIL PIPE TRADE

Toronto

Conditions in the soil pipe market are nominally unchanged, with discounts on both soil pipe and fittings remaining at the revised levels quoted at the commencement of the year. Weather conditions are at present confining the market for these products, but anticipations of a good season in the building industry, is expected to be generally reflected in an improvement in the future tone. Following are local current discounts:

SOIL PIPE—	
2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net
FITTINGS—	
2 to 6 inch fittings	50 and 5%
8 inch fittings	net

DULLNESS AGAIN RULES IN SCRAP MARKETS

Toronto

The general tone of the scrap markets is described as weak and unsatisfactory. There does not appear to be much life in either the ferrous or non-ferrous industries. Copper scrap grades are remaining dull, with little interest being manifested on the part of consumers. In fact, one dealer stated that an air of depression is again prevailing throughout the entire trade. Iron and steel foundries are running at something lower than 50 per cent. of capacity, and this is another factor adding to the gloom surrounding existing conditions. It is expected that purchases will be small for some time. The scrap rubber market is still stagnant. The following are the usual dealer's buying averages for fairly large quantities:

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 75	16 75
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 50	4 75
Tea lead	2 00	2 50
Scrap zinc	4 00	4 25
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

SAGGING TONE NOTED IN METAL MARKETS

Toronto.

Developments in the ingot markets are chiefly confined to fluctuations in tin, and further recessions in the quotations on copper. With a rush to sell present holdings, prices on copper dropped down considerably on the primary markets. Lead is holding up fairly well, but the other metals continue to reflect the dullness which has been recently apparent.

COPPER.—A marked recession in prices on copper at primary markets featured the recent week's developments in this metal. Foreign demand has been practically nil, and with a rush to sell present holdings, noticeable on practically all sides, producers' quotations, both for prompt and futures, are now considerably lower. The market remains dull, with quotations at 17½ cents.

TIN.—The recent breaks in the London tin market produced quite a flurry among both buyers and sellers. The marke s, however, closed quiet at moderate levels, with primary quotations evidently awaiting future developments. The local prices continue around 35½ cents, with current trade quiet.

LEAD.—Consuming demand is stated to have been a little better in this metal, and the undertone is noticeably a little firmer. The local quotation is $6.75, with buying in small quantities.

SPELTER.—This metal has been very dull, with an easy tone noted in primary centres. The local prices remains at the lower level of 7.00 recently recorded.

ANTIMONY.—Antimony refuses to show any activity, remaining dull with very little demand. Quotations remain unchanged, Chinese being quoted at 6¾ cents, high grade English at 7¾ cents.

ALUMINUM.—This metal continues in an almost listless state on the market, it still being the dullest of metals. Quotations are unchanged at 25 cents.

London Markets

LONDON, March 2.—Among the price reductions recorded on the local hardware markets this week are such products as brass compression work, square head stop cocks, rubber belting, shaft repairs with nickel-plated tips, whip lashes, barrel churns and shelf-lock step ladders.

There is stated to be an improved demand for Spring lines, with current business in this district recording a general increase. The optimistic outlook previously reported, has been substantiated by a better tone in trade conditions, coupled with an improvement in current activity.

NEW REVISED PRICES ON BARREL CHURNS

London

A readjustment has recently been made in the prices on barrel churns. These are now quoted at the following levels:

BARREL CHURNS	Hand	Power
No. 0	9 75	....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

REDUCED PRICES GIVEN ON STEP LADDERS

London, Ont.

Quotations on certain makes and styles of step ladders have also been revised. The price of the shelf-lock ladder has been reduced to the level of 28 cents per foot.

LOWER QUOTATIONS ON COMPRESSION GOODS

London, Ont.

Through revised discounts being quoted on brass compression goods some easier prices are now recorded in these lines. Standard compression work is now quoted at 45 per cent. off, compared with the previous figure of 43 per cent.; while square head brass stop cocks now have a discount quotation of 43 per cent.

MODERATE SALE FOR SHOVELS AND SCOOPS

London, Ont.

Quotations on spades, shovels and scoops, remain unchanged at the discount level of 55 per cent. There is stated to be a moderate sale for these products during recent weeks.

EASIER PRICE LEVELS ON SHAFT REPAIRS

London

Shaft repairs, with nickel-plated tips are now priced at $4.50 per dozen, this representing a reduction on these products.

REVISION IN DISCOUNT ON RUBBER BELTING

London, Ont.

A reduction has been put into effect this week in the quotation on reliable rubber belting. This is now priced at 60 per cent. off.

LOWER PRICES NOTED ON PUSHLESS HANGERS

London, Ont.

Easier prices are recorded this week on the Moore line of pushless hangers and push pins. These are now priced at $1.20 per dozen packages.

REDUCTIONS APPEAR ON WHIP LASHES

London, Ont.

A reduction has been made in prices on whip lashes. These are now quoted at the following levels:

WHIP LASHES

3½ feet—$1.90; 4 ft.—$2.20; 4½ feet—$2.40; 5 ft.—$2.70.

LITTLE VARIATION IN TURPENTINE PRICE

London, Ont.

Although turpentine in some quarters is reported with a slightly easier tone this week, quotations on the local market generally remain unchanged. A fairly good demand is recorded at the following levels:

TURPENTINE—	Imp. Gal.
1 bl. lots	1 40
2 to 4 bbl. lots	1 39
5 gal. lots	1 55

HIGHER PRICES REMAIN ON LINSEED OIL

London, Ont.

The recent higher prices on linseed oil remain in effect this week, but it is noticeable that some fluctuations have been recorded in flax seed markets. How these changes will affect linseed oil is hard to determine until the real strength of the current movement is accurately gauged. Following are prices generally prevailing:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 15	1 18
3 to 5 bbls., per gal.	1 14	1 17
6 to 9 bbls., per gal.	1 12	1 15

Less barrels, add 15 cents gal.

RECORD FAIR DEMAND FOR SKATE SUPPLIES

London, Ont.

A good sale for hockey and skating supplies is still reported in certain quarters. This demand covers such lines as skates, hockey pucks, leather skate straps, canvas skate straps, steel ankle supports, hockey sticks and gloves.

IMPROVED DEMAND FOR ALARM CLOCKS

London, Ont.

A good sale is also reported for alarm clocks since the recent revision in prices. Current quotations will be found on the prevailing market price pages.

ACTIVITY NOTED IN SYRUP SUPPLIES

London, Ont.

Syrup supplies such as sap pails, and syrup cans, are now reported to be registering fair activity. The following prices are in effect on these products:

SAP PAILS

Per 100: 2 gal. I. C. Straight, 18.00. 10 qt. Flaring, $18.00.

SAP SPILES

Per 1000: Eureka, $15.00; Per 100: S. M. P., $3.80.

SYRUP CANS

Per 100: ½ gal. I. C. $13.25. 1 gal., I. C., $15.25.

CROSS CUT SAWS IN SEASONABLE SALE

London, Ont.

Cross cut saws are among the various products at present recording a fair seasonable sale. The demand is stated as moderately good. There has been no change in prices.

POPULAR CALL FOR GLASS OVENWARE

London, Ont.

A good seasonable sale is now recorded for glass ovenware. The prevailing quotations remain unchanged, the Pyrex line being quoted at list less 33-1/3 per cent discount.

BETTER DEMAND FOR NAILS NOW REPORTED

London, Ont.

A more active demand for nails is now reported. This is expected to increase as the season progresses. Prices remain unchanged at the following levels:

Wire, $3.90 base.
Cut, 4.35 base.

FAIR REQUIREMENTS FOR WHITE LEAD IN OIL

London, Ont.

Booked spring orders for white lead in oil are now going forward. The current requirements are stated at fair for this season of the year. Base prices are unchanged at the following quotations:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

BOOKINGS OF POULTRY NETTING UNDERWAY

London, Ont.

Poultry netting orders are now being shipped. These products show no recent revision in prices, the following discount levels prevailing on both the 1 and 2 inch mesh, list less 12½ per cent.

SCREEN WIRE CLOTH ORDERS BEING SHIPPED

London, Ont.

Booked orders for screen wire cloth are now going forward. Prices remain unchanged at the following levels:

Painted black, $3.00 per 100 square feet.

Galvanized, $3.60 per 100 square feet.

ACTIVITY IN GARDEN AND HARVEST TOOLS

London, Ont.

Wholesalers are now delivering their Spring bookings for garden and harvest tools. These products remain at the quotation of list less 60 per cent.

NOTE SPRING ACTIVITY IN HORSE CLIPPERS

London, Ont.

The usual Spring sale for horse clippers and plates has now commenced. Following are the list quotations and discount on the Stewart make:

HORSE CLIPPERS

	List Less 25%
Horse Clippers No. 1	14 00 ea.
Top Plates for No. 1	1 00 "
Bottom do do	1 50 "
Heads complete for No. 1	3 50 "

REPORT FAIR SALE PREVAILING IN PUTTY

London, Ont.

A fair seasonable sale is reported for putty, with the prices remaining unchanged at the following levels:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 65
Pure, 100 lb. drums	7 80
Do., 25 lb. drums	8 05

STILL REPORT FAIR SALES FOR FLASHLIGHTS

London, Ont.

A fairly brisk sale is reported as continuing for flashlights and batteries. Quotations are unchanged, with the Ever-ready Daylo line priced at list less 33 1/3 per cent.

EXPECT GOOD SEASON FOR WINDOW GLASS

London, Ont.

With the recent new higher prices now in effect on window glass, the current sales are described as moderate. New stocks are arriving, and a good season for glass is generally anticipated. The following quotations on single and double diamond glass apply to the revised list:

Single Diamond, net list
Double Diamond, net list.
Cut Lights, 75 per cent. off light list.

Winnipeg Markets

WINNIPEG, March 2.—A number of additional price reductions have been recorded on various hardware lines this week, including wood screws, sand paper, tire steel, brass safety chain, and the Universal line of food choppers. Trade conditions in general are reported as registering a slight but gradual improvement, and greater encouragement is being given to Spring optimism.

REVISED DISCOUNT NOTED ON WOOD SCREWS

Winnipeg.

The discount on wood screws has been changed whereby the net prices are lower. Following are the new discounts:

WOOD SCREWS

Flat Head, bright	82½%
Round Head, bright	80 %
Oval Head bright	80 %
Flat Head, brass	77½%
Round Head, brass	72½ & 5%

LOWER PRICES RECORDED ON SAND PAPER

Winnipeg.

A reduction in price is recorded this week on sand paper. Following are the latest prices:

FLINT PAPER (In Sheets)

	Ream	Quire
00	7 12	.37½
0	7 12	.37½
½	7 55	.40
1	8 45	.45
1½	9 98	.52½
2	11 55	.61
2½	13 25	.70
3	15 10	.80

REDUCED QUOTATIONS ON BRASS SAFETY CHAIN

Winnipeg.

Lower prices are quoted this week on brass safety chain and the following prices are now in effect:

SAFETY CHAIN

Per doz yards:—
00—85c. 0—$1.05. 1—$1.30. 2—$1.70.

DECLINE APPEARS IN TIRE STEEL QUTATION

Winnipeg

A drop in the base price of tire steel has been recorded this week. The new base quotation on tire steel is, therefore, $5.50.

REDUCTIONS ALSO APPEAR ON FOOD CHOPPERS

Winnipeg

New reduced prices are announced on universal food choppers. Following are revised quotations.

FOOD CHOPPERS

Each:—
0—$1.55. 1—$1.88. 2—$2.25. 3—$3.00.

SLIGHT REDUCTION IN RANGE BOILER PRICE

Winnipeg

A slight revision has been made in prices on the 30-gallon standard size of range boilers. Other quotations as yet, remain unchanged. Following are the prevailing list prices on these products:

RANGE BOILERS

Each:—
30 gal.—$9.60. 35 gal.—$13.25. 40 gal.—$16.25. 52 gal.—$23.45. 66 gal.—$33.15. 82 gal—$40.60. 100 gal—$62.50. 120 gal.—$75.00.

QUIET CONDITIONS NOTED IN SHEET MARKETS

Winnipeg

Business is very quiet in sheets and plates and there does not seem to be any movement toward declining prices. The unchanged prices are as follows:

STEEL SHEETS, BLACK—	
10 gauge	5 70
12 gauge	5 70
14 gauge	5 60
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65
IRON GALVANIZED—	
Premier; Apollo and "Fleur de Lis"	
10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 24 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

EASIER PRICE LEVELS GILLETE'S LYE

Winnipeg.

A new lower price is quoted this week on Gillette's lye. The new price is $7.-50 per case.

Hamilton Markets

HAMILTON, Ont., March 2.—With the completion of February as another monthly trade period, many comparisons are being made regarding the volume of business with the corresponding month last year and also the previous month of January. The result of such comparisons generally indicates that the many recent expressions of optimism and better outlook are now being substantiated by a gradual, yet noticeable improvement. A number of manufacturers and distributors state that business during February was ahead of last year. In some quarters, however, such a statement really means very little as certain industries experienced a depressing period in the early months of 1921. However, the tone towards improvement is more pronounced when comparisons are made with the initial month of the current year, and reviews of this nature generally show a greater degree of activity in both producing and distributing channels.

The prevailing keynote is centred around the remarkable increase in the volume of inquiry, coupled with the arrival of numerous small orders which general'y tend to keep both office, and shipping departments busy, but are disappointing in the total aggregate. Signs are prevalent that the anticipated Spring betterment is now approaching, but on the average, it is a moderate expansion which is looked for. It is recognized that there can be no rapidly extensive boom in primary trade conditions, but a conservative expectation of broader operations in the near future, offers encouragement to practically all phases of the hardware industry.

Conditions in the steel industry are maintaining the ratio noted in recent reports, while the immediate outlook in the sheet market particularly marks an occasion for renewed activity. Current stocks are generally admitted to be low, a development which has naturally resulted from the cautious attitude of buyers in recent months. One manufacturer pointed out that any expansion in demand would quickly deplete stocks, and with a marked increase in consumer requirements expected to become evident during the ensuing months, producers look for this improvement to be reflected in all branches of the trade.

The various building programs now under consideration reflect the future trend of construction activities, while increased operations in this direction will directly affect many hardware markets. Builders' hardware is naturally expected o experience a brisk season and many other lines receive indirect stimulatio through this seasonal activity.

One saw manufacturer pointed out that with a general building movement practically assured, the demand for small goods line, and other saw products, will naturally be increased. Manufacturers of household furniture are also more active, and improvement in these circles should result in stimu'ating trade among lumber dealers and similar branches of industry.

The fact that many price reductions have already taken place, gives rise to confidence in the stability of primary markets for the ensuing season. The additional element of low stocks is expected to produce a more accurate indication of the buying ability of the consumer, especially considering its application to more frequent turnover of retail stocks. Producers of kitchen utensils and kindred lines anticipate the arrival of a stimulation in demand for these products with the progress of the Spring and Summer seasons.

Current price revisions are noticeably less numerous than the proportion of changes evident during previous months. While reductions of both slight and moderate extent continue in the majority, yet some revisions to higher levels have been noted, a condition which is taken to indicate that prices in general are now reaching a more stable basis, although the ultimate duration of such a movement may only prove of temporary duration pertaining to the current seasons.

Pittsburg Markets

PITTSBURGH.—In most branches of finished steel trade a further increase in demand is observed this week. As practically all buying is for very prompt shipment, buyers having no occasion to anticipate their wants, the actual production of steel is the best measure of demand, and production has become still heavier, being estimated at 29,000,000 gross tons a year in steel ingots. The rate at the end of December was under 18,000,000 tons, so that the rate has gained by an average of more than a million tons a week since the end of the old year. The rate at the height of last autumn's demand was 23,000,000 tons, in October and November, so that already there is a gain of 25 per cent. yet it cannot be thought that the full force of the spring demand is as yet being felt in actual production.

Steel Production.—Instead of there being compaint about the volume of business, the steel makers regard the improvement as being easily the greatest that could possibly be expected, and in some quarters there is a little note of warning suggesting the possibility that things may be moving a trifle too fast. Some steel producers remark that they "only hope it will keep up" There is room for suspicion that perhaps the condition at the moment is the reverse of the position that plainly existed last summer, when production of steel was

(Continued on page 60)

Saving Effected by Adequate Painting

Despite Big Returns From Active Paint and Varnish Campaigns, This Industry Holds Small Place From Standpoint of Turnover—Good Prospects for This Year if Educational Effort is Applied.

DESPITE the results which have been secured by the use of special campaigns and other efforts on the part of both dealers and manufacturers, to increase the sale of paints, varnish, etc., the paint and varnish trade of Canada to-day occupies a position among the industries of the Dominion that is by no means where it should be. The paint trade is ranked, as far as volume of business is concerned, among such industries as the sale of five cent soft drinks, ice cream cones and other "small stuff" which is certainly not a position to be envied, neither is it a place warranted by the economies derived by the use of paint and varnish.

Co-operative effort among all branches of the trade is gradually improving the position of the paint trade from the standpoint of turnover, but there is a great potential business in paint and varnish in this country, and more aggressive methods will continue for a long time to bring forth encouraging results. An intelligent solicitation of property owners in the district served by the hardware merchant will very often bring forth surprising results. A great deal of money and energy has been spent on educational work as to the protective value of paint, but there are a great many people who can only be stirred to final action by personal effort. They have probably learned a good deal of the value of paint as a protective element but they hesitate to put this knowledge into effect in their own particular cases. A personal call from the district hardware merchant who can point out where paints and varnishes can be used to advantage, and who can provide estimates of the cost of the work, will frequently make a real customer out of such a vacillating prospect.

One Man in Charge

In putting into effect some of the plans which will help stimulate business in the paint department this year, one salesman or group of salesmen should be allotted the paint department and made responsible for it. This is especially the case in towns and cities of 1,000 to 10,000 population.

Dealing with the responsibility for the present unsatisfactory condition prevailing in many places, a paint manufacturer says manufacturers are more to blame for existing conditions than are the dealers, for the following reasons:—

First—Through insufficient education by the manufacturers of their own representatives, the majority of whom know little more about paint and varnish and their uses than the dealer they are attempting to sell.

Second—By having their salesmen cover too much territory, instead of allowing them to spend more time with each dealer.

Third—By making no attempt to teach their dealers how to make their paint and varnish departments pay.

Fourth—By wasteful methods of using, or rather misusing, and supplying advertising matter.

Fifth—By not making their dealers realize that their interests, aims and ambitions are the same as the manufacturers'. By neglecting the element of closer understanding and failing to make their dealers feel that their manufacturer is their best friend and partner.

Have Wider Vision

A Canadian paint manufacturer referring to the foregoing, states that four years ago very few manufacturers of paints and varnishes had the vision of the possibilities of the industry that they have to-day. Explaining what has brought about this change, this manufacturer stated:—

"Some years ago one or two or a few men, I don't know who or how many, could see a little farther into the future than some of the rest of us. They were seized with the idea that as an industry the day of individualism should end and the new vision of co-operation and education that they were possessed with, was preached by them in and out of season. During each succeeding year these men with hundreds of converts have been growing broader in their views until now we can look back and see our past mistakes and where we have failed in comparison to what we might have done."

This manufacturer pointed out that the same process of co-operation and education will eventually make its influence felt and be the means of bringing into being a co-operative family of manufacturers, salesmen, distributors and dealers, all working together with the one end in view of each doing his part intelligently to present the claims of our products to the consumer who in turn will be brought to a better appreciation of what an industry properly organized can do for him.

The Final Link

The possibilities for the sale of paint and varnish have only been scratched and intensive effort early in 1922 will, it is expected, bring forth a volume of business heretofore unknown. Little however, can be accomplished unless the retailer, who is the final link in the chain, realizes the possibilities involved and applies some effort along this line. The retailer is the man who can either apathetically hand over the counter a can of paint, ring up the change and go back to his cigar, or he can be exactly the opposite and hand over the counter with the customer's purchase some valuable information concerning the application of the paint, some suggestions of other lines which may be needed to make a good job, and probably the offer to personally examine the customer's property and make any recommendations necessary for renewal of paint.

The dealer's local advertising can be used to advantage in furthering the interests of painting and might be based on some of the following points.

Less cost of protection. Declines in paint prices have greatly decreased the cost of this form of protection. The premium on the insurance policy has declined to the extent where it is more than ever before worth while to apply paint for protection of property. Property values have not declined appreciably and the need for protecting the investment continues as necessary as ever.

Some ads might be along the line of protecting the millions of dollars' worth of farm property including buildings, implements and machinery, showing how paint prevents rot in wood and rust in metals. Barns, silos, fences and houses deteriorate rapidly if not painted.

PAINT CUTS RATE OF DEPRECIATION 5% to 10%

In the case of farm implements where reasonable care is not given, where repairs are delayed and repainting and revarnishing are omitted, implements depreciate an average rate of 15% to 20% a year and their real life is more than cut in half. Good care cuts the rate of depreciation on farm implements to less than 10% a year, according to authoritative records. Do your farmer customers appreciate this?

USING A RECAPITULATION SHEET

Continued from page 37

are actually combined, but that customers in one department are frequently good prospects for the other department and a mere suggestion is all that is necessary to greatly increase the extent of the customer's purchase in the store.

Here a homelike atmosphere prevails due to the suitable placing of the furniture, use of rugs, pictures, etc., and it is found that this atmosphere greatly helps to sell furniture.

SERVICE

CONFIDENCE

FAIR DEALING

Who Else Challenges?

SOME ONE who likes our way of doing business said: "You *sold me* on your straightforwardness, and your consummate faith in your ability *to do* what you claimed. After hearing and seeing your proposition I had but one choice and that was to challenge the broad statement you made. You won! I'm a booster."

This in substance was the statement:—

Without fear of contradiction we boldly state that, viewed from the individual case and circumstance, *no paint proposition in the Dominion of Canada offers greater possibilities for success than Lowe Brothers' "High Standard" Agency.*

Lowe Brothers cannot without a degree of co-operation from you, your clerks and your windows, have crowds flocking to your store—it is ridiculous to think otherwise.

By merely putting in a paint stock, we can not make you successful and rich overnight—such a suggestion is not only foolish but insulting.

We cannot even guarantee unconditionally to increase your sales to a point greater than you have ever enjoyed before—and *nobody else* can do this.

BUT—*we can, conditional upon a degree of co-operation and favorable store circumstances, guarantee increased business.*

A very bold statement, truly! Who will challenge it? If we can prove our statement—you need our agency. If we cannot, it is your prerogative to send our man about his business. The cost is ours in either case.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO - CANADA

The Brush Department

Group Selling as Applied to Brushes

Sales of Paint, Varnish, Enamel, Etc., Suggest Broad Range of Suitable Brushes—Selling Brush Samples Keeps Stock in Good Shape.

First of a series of articles on brush selling, written exclusively for Hardware and Metal by an experienced Winnipeg hardware merchant

AN IDEAL plan for displaying brushes is to have a framed board covered with green or deep blue felt. On this board a sample of each style and size of brushes carried in stock. A board of this description makes a handy, practical, and striking display for window dressing and store use. Hang or place in a prominent position during the active season.

Some manufacturers will furnish a board of this style free, charging only for the brush samples accounted.

All types of brushes and brooms should be given prominent display in windows and front of store during the spring cleaning period.

Arrangement of Stock

The cheaper lines of varnish, paint, and kalsomine brushes can be placed in trays on a table or on the counter, prominently, where they act as a suggestion to customers, and can be examined freely.

Better brushes, such as those that come individually wrapped from the factory should be handled with more care. The manufacturer takes considerable pains to have these delivered in ideal condition. Nothing is more annoying than to buy a good brush and find by care'essness it has become shaggy, pulled or unshapen. Of these better types of brushes a sample can be wrapped and shown in a glass case. These are real tools and make a fine display. The stock should be left wrapped and handily but carefully stored. A good idea is to sell the sample when possible and put out a new sample to replace one sold. Change the location of your stock and displays repeatedly. If you do not, customers get the idea they know your stock and easily one third of it may never have been seen. They are also inclined to get the idea that it is the same goods they saw six months before whereas it may not have been in your store twenty-four hours.

Sales of Suggestion

A paint sale should suggest a paint brush, a painter's duster and possibly a steel wire painter's brush for removing old loose paint.

A floor-paint sale suggests a paint brush, broom, and scrubbing brushes. Possibly a finishing coat of good floor varnish and a varnish brush.

Aluminum paint sale suggests a bronzing brush and possibly a radiator cleaning brush.

A floor or linoleum varnish sale suggests a good varnish brush of fair size, and a hair push broom.

An enamel sale should suggest a fine varnish or enamel brush of suitable size for customer's job. It may also suggest closet bowl brush for toilet, bath tub scrub, and banister brush. (If white enamel, sale should never be made without enquiry if under-coatings desired. Invariab'y it should be recommended).

On auto enamel sale should also suggest enamelling brush, spoke cleaning brush, chamois, sponge and a good type type of shoe brush for dusting off the clothes and out the car.

A kalsomine sale should suggest kalsomine brush, varnish brush, enamel brush, and possibly paper layers brush. Invariably if people are kalsomining they are also varnishing or ename'ling and may be paper hanging.

A razor sale should suggest a shaving brush, a razor strop, and possibly other toilet brushes.

A separator oil sale suggests a good prospect for separator brushes. Most brush manufacturers show an ideal counter display assortment. Dairy districts should have this assortment on display at all times.

A retail hardware merchant, the writer knows quite well, made a card and on this he displayed a feeding bottle brush with the title of brush and price (which by the way was over 100 per cent. gross profit) and he has sold grosses.

Timely, helpful suggestions increase the volume of business and please customers. With every artic'e sold should go a knowledge of the article: its uses, application, and peculiarities. Pleased, satisfied customers count.

CORRECTION

In reproducing letter from the Blairmore Hardware Co., Blairmore, Alta., in the Feb. 11 issue of Hardware and Metal, a typographical error was made. It was stated in the letter that there were in stock 20 pairs of butts 241 D 23½ bought at .14 per pair. This erroneously appeared as 20 pairs at .40 per pair.

Paint Trade Notes

TO EUROPE FOR P & L

J. A. Nand, resident representative in Montreal for Pratt & Lambert, Inc., sailed on March 4 from New York for Paris and other continental points where he is going to look after Pratt & Lambert interests in Europe.

GET TOGETHER CLUB Y. M. C. A. NIGHT HELD BY SHERWIN-WILLIAMS CO.

Montreal.— Another brilliant affair was given by the Sherwin-Williams' section of the Get Together Club at the Ceneral Y. M. C. A., Montreal, P. Q. Several hundred "Get Togetherites" were there, all ready to participate with much enthusiasm in the "indoor sports" on programme. There were billiards, bowling, (for both boys and girls), free style swimming races, canoe races, water polo, an indoor curling bonspiel and a ladies' basketball game. An added attraction came in the form of continuous cabaret. The big feature of the evening, was the presentation of prizes by W. S. Fallis, vice-president and managing director of the Sherwin-Williams Co. There were about fifty prizes presented, ranging from sterling silver loving cups to tin bath tubs, rubber balls and other clever novelty toys.

HARDWARE AND SUGGESTED RECIPROCITY

(Continued from page 35)

Lower Rate on Coal

Schedule D lowered rates for Canadian imports of bituminous coal and for a few other articles, including a rate of 11 cents per 100 lbs. on Portland cement and hydraulic or water lime in barrels, bags or casks; 45 cents per ton on bituminous coal.

The extent of the suggested changes, both as compared with the tariff in effect in 1911 and certain subsequent amendments which bring this fairly well up to date, are given in a table shown elsewhere.

It is evident from a survey of this table that considerable revision will have to be made in the actual figures, as present tariff rates are in some cases lower than the reciprocity rate suggested in 1911.

Latest figures of Canadian and U. S. trade, necessary to establish a correct idea of the result of applying such an arrangement, are as follows:

For the calendar year, 1921, Canadian exports to the United States were valued at $338,000,000, while imports from the United States were valued at $555,000,000.

Boeckh's Brush News

PAINT AND ITS EFFECT

A Leading Magazine published the following article, the truth of which is daily becoming more apparent.

"What a power paint has to brighten, cheer and comfort our lives.

"Have we ever considered its transforming influence: Streets, where formerly the houses were dull, dark and uninteresting, are rendered bright, light and cheerful by its use. Gay, gladsome and comfortable looking are now the places, radiant in the sunlight, where there was a settled gloom and unattractiveness, before the painter's hand transformed it, walls, window cases, porticoes and verandahs. The humble cottage, as well as the pretentious mansion, is endowed with new life, beauty and dignity.

"The man who neglects the embellishment of his premises, and does not present an attractive exterior, will find that his merchandise looks unalluring, however good the quality may be. In reality, habiliments have much to do with success. Policemen, judges, and clergymen gain respect when clothed in their uniform or robes of office, say what we like. So we respect and frequent the shop where all is bright and clean. It may be but a coat of paint, but we, perhaps unthinkingly, pay respect to the "cloth" artificial though it may be."

But is paint alone the consideration? To be sure good paint is essential—likewise the Brush is of equal importance. Most people know this—but a reminder will not be amiss.

Below are a few of the ways to get people to buy.

ADVERTISE BOECKH'S BRUSHES
DISPLAY BOECKH'S BRUSHES
TALK ABOUT BOECKH'S BRUSHES
and you undoubtedly will
SELL BOECKH'S BRUSHES

The BOECKH COMPANY *Ltd.*

Makers of everything in good brushes since 1856.

TORONTO - CANADA

DISTRIBUTORS :

Montreal—The H. E. Smith Sales Co., 130 Craig Street West.
Winnipeg—J. B. Buckham, 664 Broadway.
Vancouver and Victoria—The T. S. Griffiths, 1080 Hamilton Street, Vancouver, B. C.

Weekly Paint Markets

Montreal

MONTREAL, March 2.—Both linseed oil and turpentine quotations are unchanged on the local market this week, the higher levels on the former product being fully maintained, while turpentine also continues fairly steady. The flaxseed market continued its fluctuations practically the whole of the week, but at the close there was no weakness in evidence. With demands now increasing, and a shortage of the Argentine yield, Canadian and American seed supplies being formally recognized as none too ample, there would seem to be every likelihood of a firm market continuing. There are reports of European oil being offered on Southern markets, but according to those well informed, these offerings will not likely be sufficient to materially change the situation. Turpentine prices locally remain at $1.32 per gallon in most quarters, with some firms continuing to quote a few cents less. The market at primary centres was slightly easier during the week, but not to the extent to cause any recession locally. This easier tendency was reported to be due to unloading of supplies intended for shipment abroad, because of European demand not being quite so active in recent weeks. Receipts continue comparatively light and local distributors look for a steady market until the new crop in April and May at least.

There has been no increase in local quotations on window glass, notwithstanding higher prices appearing in other markets. While a general advance was anticipated by some, it would now seem that much will depend on local conditions, whether a revision will be announced in the near future.

LINSEED OIL MARKET STEADY TO FIRM

Montreal.

During the week little further change has developed in the local linseed oil market, recent higher prices being well maintained, and the undertone of the market continuing firm. Quotations given below are most general, although there are a few firms quoting a few cents per gallon less. This is due to the fluctuating condition of the seed market, each day bringing a variance of prices. In the past week, however, these fluctuations are not as violent as formerly and usually to the extent of only a few cents, with little or no strength being lost.

According to local crushers, there is still little relief found in the question of available seed for the future. With a comparatively small amount of Canadian and American seed this season, and the shortage of the Argentine crop, leaves little hope of other than a firm situation on the oil market for some time, at least well into the active season in the following months. Unchanged quotations for the week follow:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal	1 08	1 10
3 to 5 barrel lots, per gal...	1 06	1 08

Less barrels, add 10 cents per gallon.

LITTLE CHANGE RECORDED IN TURPENTINE

Montreal.

Local quotations on turpentine remain unchanged for the week, with $1.32 most generally quoted although some firms have a quotation of a few cents less. There is a gradual improvement in demand, but sales for the most part are still for small quantities. The situation of this product in Southern markets is slightly easier this week with quotations a few cents less. This, however, is only considered a slight fluctuation due to a slight temporary falling off in demand, principally European. Domestic consumption in the South also gradually increases and the future is more optimistic from week to week. The active season usually commences towards the latter end of this month, and while home consumption could not be favorably compared with demand from abroad during the past few months, there is every likelihood of this side being able to take care of all receipts in the very near future. There is, according to local distributors, every likelihood of this product remaining quite firm during the following weeks, and in all probability until the new crop in April and May. Receipts at primary centres continue light, and there is no indication of any great surplus for the remaining weeks from now until the active season. Following are unchanged quotations:

TURPENTINE—	Imp. gal.
1 barrel lots	1 32
2 to 4 barrel lots, per gal.	1 30
Broken lots	1 42

NO CHANGE IN WINDOW GLASS QUOTATIONS

Montreal

Although a new list, quoting higher prices on window glass is recorded on either market this week, there is no change in prices locally, up to the present. During the past few weeks a firmer tone has crept into the market, and it was thought by some distributors, that the new higher prices would be in effect before this date. However, notwithstanding higher prevailing costs, there is no definite move at present towards increasing local quotations.

During recent months there has been a certain amount of unsettlement locally in the window glass market. Although net list prices have been the selling basis, there have been concessions made, especially for attractive inquiries, and it is felt that this condition will have to be remedied before higher staple quotations are reached. For the present, then, Montreal quotations are at former net list prices, showing the first cut at $5.50 base.

PAINT SALES INDICATE ACTIVE SEASON AHEAD

Montreal.

Reports from manufacturers of paints, varnishes and allied products, still indicate an active season in the trade during the coming months. Orders are now coming to hand quite satisfactorily, and dealers in practically all sections have anticipated their requirements and ordered supplies. There was a little reluctance on the part of buyers to place orders until after the winter months, but there are now few cases where spring shipments have not been taken care of. Returns of earlier business with the paint houses are particularly encouraging when compared with last year, the increase being more noticeable in recent weeks. Quotations on all lines are remaining steady, with the undertone fairly firm owing to present levels of raw materials. It was pointed out by one local manufacturer this week that some lines are particularly firm in price, although there will, in all probability, be little change in the immediate future, owing to the advancing busy season.

Toronto

TORONTO, March 2.—Developments in the weekly paint markets revolve around the window glass and turpentine situations. An easier tone has become apparent in southern turpentine centres, which is attributed to the moderate demand, coupled with offerings from stocks being greater than the current requirements. In window glass some irregularity in quotations is noted, with some distributors in certain quarters still maintaining the previous lower price list.

Linseed oil quotations are primarily unchanged, the range in local prices still being evident. Fluctuations have occurred in the flax seed markets, but not of sufficient extent to affect oil

(Continued on page 60)

Beauty—that will not fade

—And Decotint Beauty is So Easily Secured

No intricate measuring or mixing of materials. Deco-tint merely requires the addition of cold water and it's ready for use.

Easy to apply, sanitary and durable, it is the most satisfactory and economical medium for the permanent decoration of all interior walls and ceilings.

It furnishes your customers with the answer to the home beautifying problem. And the range of Decotint colors is so wide—twenty-two delicate tints—that it is an easy matter for every customer to select the right combination for the job he has in view.

Let your customers know you handle DECOTINT. Order your supply now and include a stock of the other Deco-tint Blue Labeled Products listed here.

THE DECO-TINT COMPANY
897 CENTRE STREET · · MONTREAL

Deco-Tint Products

DECOTINT
a sanitary cold water paint for walls and ceilings.

HAT-BRITE
Straw Hat Enamel.

POLISH-OL
Auto and furniture polish.

METAL-BRITE
A metal polish for all metal surfaces.

DECO-WAX
A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

TORONTO PAINT MARKETS

(Continued from page 58)

prices, as yet. The demand for Canadian flax seed continues, as a result of the moderate proportions of the Argentine crop.

FIRMNESS MAINTAINED IN LINSEED OIL

Toronto.

While some fluctuations are occurring on the flax seed markets, yet the primary strength in linseed oil is being generally maintained, and current prices show very little change. In fact, the range noted in domestic centres in last week's report remains in effect and covers the average quotations available. While the demand for oil has been of average proportions, yet the fact that the higher price levels are being maintained for several weeks, directly reflects the seed market conditions, and while the shortage of Argentine crops is apparent, an improved call for Canadian flax seed is naturally anticipated. The commencement of such a movement has already been featured in current market developments, but the duration or strength of the tendency is stated as depending entirely upon the current requirements for both seed and oil.

While some offerings of English oil have been noted on southern markets, yet this condition has not been sufficient to affect the domestic trend. Following is therefore, the list of local quotations, showing the range in prices noted:

LINSEED OIL—

	Per Gallon	
	Raw	Boiled
1 to 2 barrel lots	1 15-1 15	1 12-1 18
3 to 4 barrel lots	1 10-1 14	1 11-1 17
6 to 9 barrel lots	1 08-1 12	1 09-1 15

Less barrels, add 15 cents per gallon.

SLIGHTLY EASIER TONE IN TURPENTINE PRICE

Toronto

The speculative condition of the primary turpentine markets is illustrated by prevailing conditions in southern producing centres. With the prospects of the new crops gradually drawing nearer each week, holders of tanked turpentine are evincing some signs of anxiety regarding the possibilities of disposing of their present stocks at the current high price levels. During recent weeks, producers have been in the habit of marketing sufficient turpentine to care for the immediate demand, and as the quantity of new receipts diminished, so the call from stocks to satisfy current requirements became heavier. Thus prices were forced up to the recent higher levels. But the consuming demand for turpentine has not been of sufficient extent to enable all producers to dispose of their holdings, and with offerings now being made more frequently, some slight price recessions are noticeable in Savannah markets. The foreign demand is described as distinctly disappointing, while consumers generally are apparently adopting a waiting policy and merely purchasing for immediate needs. Similar conditions prevail on the domestic markets. Stocks are described as only moderate and while the demand has been of a quiet nature, yet current prices have reflected the primary market conditions. Some easier prices are likewise noticeable, the quotation of $1.34 per Imperial gallon in one barrel lots having appeared, while other prices are a few cents higher. The average quotation however, has now receded to the following levels:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 35
2 to 4 barrel lots	1 34
5 gallon lots	1 50

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon extra.

IMPROVEMENT NOTED IN CURRENT PAINT SALES

Toronto.

Keen interest is being given in many quarters to the current volume of sales for paint and varnishes. This is described as showing a gradual improvement, which is confidently expected to become more pronounced, with the advent of spring weather. Trade in varnishes and the various allied paint products, is described by manufacturers and distributors as as good for this season of the year, with the number and size of orders being satisfactory. Prices are steady, with the general undertone of a moderately firm nature.

PRICES ON WINDOW GLASS NOT UNIFORM

Toronto

Some irregularity has developed regarding prices on domestic glass markets. The new price list on window glass, showing an advance in the base on single diamond of 50 cents per case, has not yet been generally adopted on eastern markets. This condition is ascribed to local developments, and while the opinion has been expressed that the revised list will become general in the near future, the prevailing quotations are not uniform, as some distributors of glass are maintaining the previous lower list prices. The outcome of this situation is being keenly awaited by the trade, in view of the strengthening Belgian market, coupled with the anticipations for extensive building activity during the coming summer and fall seasons. Such elements are expected to be primary considerations in effecting a settlement.

FIRMER TONE RECORDED IN SHELLAC GUM

Toronto.

The firmness in shellac gum, which has been referred to in recent paint market reports, is now reflected in current quotations on shellac. The recent easier prices have now generally firmed up, and while the prevailing demand is described as being of a quiet nature, any improvement in this direction is expected to reflect in the future strengthening.

PITTSBURG MARKETS

(Continued from page 53)

far below a rate that would be in keeping with the volume of general business then being done. At that time stocks in the hands of jobbers and manufacturing consumers were being drawn upon. Steel production is now nearly three times the rate of last July, while of course general business is not three times as active. It has merely improved by a moderate amount. Thus it seems barely possible the buyers are now stocking up to a limited extent. In the trade one does not find any statements that this is being done, the common report being that all buying is from hand to mouth and that buyers will not replenish their stocks at all.

Bars, Plates and Shapes.—All finished steel products are not necessarily at bottom as to price, but whatever may be the case with some products, it is quite certain that bars, shapes and plates are very cheap, being quotable now at 1.40c, with a very occasional concession and with some small orders going at 1.45c or 1.50c. It is much more likely that two months hence bars, shapes and plates will be at 1.50c than at 1.30c, and thus there would be good reason for replenishing stocks in a conservative way. The market is at a lower level than buyers themselves expected it to reach, provided there were no reductions in freight rates and no further reductions in wages. While there continues to be much talk about freight rates there is really no definite prospect of their coming down in the discernible future, at least by enough to make much difference in the cost of producing steel, while as to wages there is no talk of reductions.

Tubes and Pipe.—No changes in list prices on tubular goods have been made since the reduction of December 15, but shading by independents in standard steel pipe has increased. More often than not in past years the independents have been giving an extra 2½ per cent. in addition to the usual trimmings of the leading interest, and of late there has usually been 2½ and 2½, while in the past week or ten days 2½ and 5 has been given not infrequently. Even this, however, is not sufficient to cause the leading interest to revise its discount card. It is running approximately as well as the independents, about 60 per cent.

PATTERNS FOR LONG RADIUS ELBOW

Continued from page 38

throat, considerable difficulty is always met with and owing to the narrow width of the throat line this is always a source of bother, unless a person makes quite a few elbows right along to keep his hand in practice.

Where elbows are laid out with seams on the throat and heel, the same procedure would be practised, only starting with the throat or heel line as shown in the pattern to the left. Otherwise the treatment would be identically the same.

Ramsay's Perfecto Cold Water Finish

A superior product especially adapted for use on interior walls and ceilings in schools, theatres, churches, public buildings and beautiful homes.

"PERFECTO" is noted for its beauty, harmony, adaptability, durability, sanitation and economy, besides having wonderful covering qualities.

Sold by all good hardware and paint merchants throughout the Dominion of Canada.

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 80 years

MONTREAL

Toronto 49 Colborne St.

Winnipeg 123 Bannatyne St.

Vancouver 167 Pender St.

Edmonton Distributors:
Revillon Wholesale Limited
Edmonton

Nova Scotia Distributors:
James Simmonds, Limited
Halifax, N.S.

Calgary Distributors:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ..	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ..	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long ...	33 00	.....	.....
32 Short ..	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ...	133 00	.....	.....

Dominion Ammunition—Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor- $14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto. Hamilton. London, St. John, Halifax, freight equalized.

AXES

Boys Axes, doz. ...	9 50	10 50
Hunters' axes, doz.	8 00	9 50
Single bits, doz. ..	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 ....1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50
Axes, bench, 60% off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12, each..........$0 50
12 or less than 50, each..... 0 45
50 or less than 125, each.... 0 43
Bbl. lots of 125, each....... 0 39
"Reliable" Ignition, 2½x6 inch.
less than 12, each 0 50
12 or less than 50, each . 0 45
Box of 50, each 40½
Bbl. lots 125 each, each.. 37½
F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65% per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List
Gilmore auger bits 25-2½%
Do special, ...40-5%
Do., car bits, ...12½-5%
Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal) ..	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back ...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 20%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon— Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
do., Toronto	0 23
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto, ...	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings..............	$ 6 65
No. 5, standard.............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 10%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal
Per bag, f.o.b. cars 0 98
Per bag, delivered 1 05
Less car lots—
Per bag, f.o.b., yard 1 09
Per bag, delivered 1 19
Less 5 per cent.
Car load lots— Toronto.
Per barrel $3 70
Less car lots—
Per bbl., f.o.b. yard 4 30
Per bbl., delivered 4 50
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
F.O.B. Montreal Toronto
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Favorite Side Lever	Bow Lever and Power.
No. 0	9 30	9 75
No. 1.......	60	10 05
No. 2	10 20	10 65
No. 3	10 95	11 40
No. 4	13 35	13 80
No. 5...	13 35	13 80
No. 6		27 00
No. 8...		36 38

Net list f.o.b. Montreal, Ottawa, Kingston.
Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No.6, $13.00.

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb...	0 39	0 37
Polished and tinned, 16 oz. and heavier, lb. ..	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, 53c per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb.
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs. — Montreal, $7.75; Toronto, $8.00; London, $7.75.

Easy to Use
Easy to Sell

Have you ever really impressed upon your customers the beauty and charm they can give to their walls and how easily it can be done by using Alabastine? Do they know that a wall brush, a pail, and some water (hot or cold) are the only tools necessary?

CHURCH'S COLD WATER
Alabastine

sells itself when people know its advantages and uses. They want the best possible decoration in the quickest, easiest and most economical way and they can get it by using Alabastine.

Watch for our salesman—he has a new idea in wall decoration to tell you about—the new Opaline effects. It is going to double the number of Alabastine users as soon as it is known.

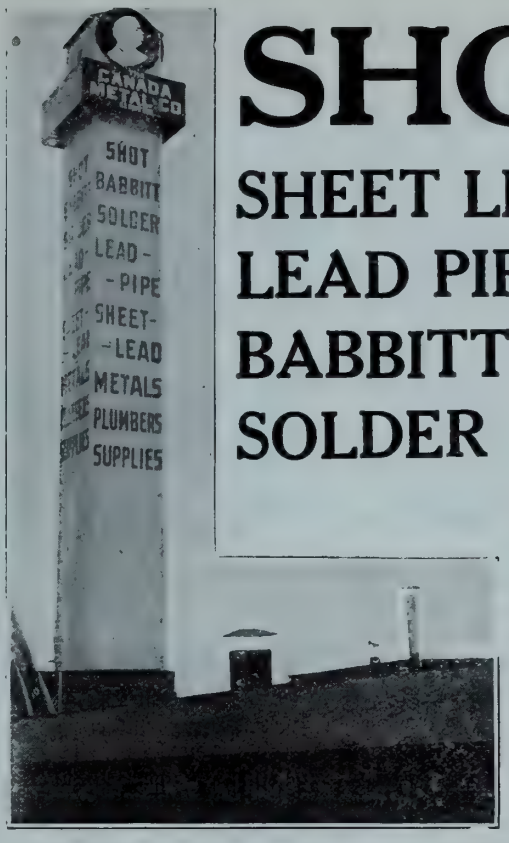
The retail price is

Full size package 75 cents

Half size package 40 cents

The Alabastine Co., Paris
Limited

Paris, Ont. **Winnipeg, Man.**



SHOT
SHEET LEAD
LEAD PIPE
BABBITT
SOLDER

Low Price
High Quality
Immediate Shipment.

THE CANADA METAL CO., LTD.
TORONTO

Hockey players throughout the Dominion recognize and appreciate the hang, balance, and scientific shape of St. Marys' Hockey Sticks. Every stick is made of clear, selected elm. Beautiful wood that convinces your customers.

Write for Copy of Price List Just Issued.

St. Marys Wood Specialty Company
LIMITED
St. Marys, Ontario

DAMPERS— Doz.
Cast, Champion, 5 inch ...$1 42
6 inch 1 57
7 inch 2 10

DOORS, SCREEN
Kasement, No. 2, oak stain, varnished includ... hardware sets:—
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.
⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c;

DRILLS—Continued
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

Blacksmith's, ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ...... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial .... 60|5%
Globe .... 60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
	Per Cent.	
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish, ...7 90
Do., nickel finish 6 25
General purpose, do......... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b., Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3.75
Bi-Treadle, each 9 75
3. $11.50; F.o.b. Toronto.
Cycle BB. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 21½, $10;

HALTERS, ROPE.
Per gross.
Sisal, 7-16 in. $21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60
Kling 4.00

HAMMERS, NAIL— Doz.
No. 21 .... $12 00
No. 1 .... 15 40
Nos. 1½ and 61½ 15 20

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 9 20
No. 30, 1¼-lb. 9 90

HANDLES, (WOOD).—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%. List.
Atlas No. 0 .... 13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 12 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ... $9 75
No. 2 ... . 10 75

HATCHETS, LATH—
No. 3 . . .. 10 00
No. 4 . . .. 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 . ... 14 00

HATCHETS, CLAW—
No. 7 . . .. 11 00
No. 8 . . .. 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap	Tee
	Doz. pairs.	
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 58	1

Screw Hook and Strap Hinges—
List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 pepr doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller less 20c.
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-4	8 75	....
Special-countersunk	0-4	9 25	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS (SAD)
Potts, polished, per set $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heath's 14 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only.. 0 30
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. 0 48
Single and Fruit Picking
10 ft. to 16 ft. 0 26
18 ft. to 20 ft. 0.27
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 3 2ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft. . 0.45
Three section extension 0.45
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain.$12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .. .. 1 35 doz.
3 doz. cases .. .. 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold Blast genuine ruby 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 ... . 2 00
Do., No. 3 ... ... 2 50
Do., No. 4 ... ... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List each.
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, style A 19 75
Do., style B 21 75
Do., Electric 160 00
Playtime, engine drive ... 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, Water motor 28 00
Whirlpool, water power ... 31 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Rotary water motor washer .29 00
Connor, ball-bearing, with rack 22 75
Perfection, engine drive .. 65 00
Do., electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Less 30 per cent.
Freight equalized with Montreal, **Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.**

MATTOCKS—
Cutter, doz. **$10 00**
Pick, doz. **10 00**
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

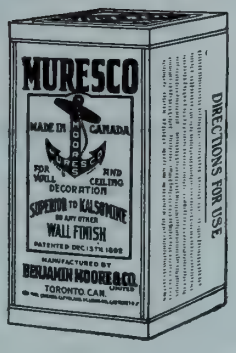
MOPS— Doz. net.
Liquid Veneer $16 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete **4 15**
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 ... ... 2 50
Crank wringing **7 35**
Smarts', ... 4 00
No. 11, Janitor 4 70
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet .... Net
Thousand Island .... Net
Red Wing .... Net
Blue Bird .... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

"Save the surface and you save all" *Paint & Varnish*



Good For Paint Departments

A complete line of more than satisfactory paints and finishes that build business in hardware paint departments by completely satisfying customers. Moore's House Colors, Morelustre Enamel, Moore's Automobile Finish, Sani-Flat, Mooramel, Moore's Shingle Stain, Impervo Deck and Porch Paint, Moore's Roof and Barn Paint, Moore's Floor Paint, Moore's High Gloss Enamel Paint, are some of the members of this popular paint family that are most familiar in over-the-counter sales. Take Moore's Roof and Barn Paint as an example. Farmers are constantly using paint around and about the farm and are good prospects for Moore's Quality-Made Barn Paint. It is a very elastic and durable paint, works easily, covers well, retains its color, will not peel or blister, and is waterproof. It is composed largely of oxides ground finely and thoroughly incorporated with our processed oil. This reliable paint is especially adapted for Barns, Stables, Sheds, Fences, Bridges, Roofs; in short, it is a preservative for all wood and structural iron work. Order now for Spring.

"Quality forever Moore"

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, **$3.65 base.**

Owen Sound or Collingwood, $3.65 base.

F.o.b. Montreal, $3.65 base.

Freight equalized on above points.

Sydney and St. John, $3.80 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 80
18 inch	5 50	48 inch	14 80
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 80
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM— per 100 lbs.

Special No. 1 ... $15 00
Plumbers' in 50 lb. bales ... 6 50
F.o.b. Montreal, Toronto.

OILS Toronto

Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½
Above prices net.	Gallon.
Black oil (summer)	0 23.0
Black oil (winter)	0 24.0
Capital, cylinder	0 75.5
Mach. oil, reg. grades	0 43.5
Imperial gas engine oil	0 63.5
Paraffine	0 23.5

List, less 15 per cent.

Imperial kerosene, tractor, heavy ... $1 10
Do., ex. heavy ... 1 20
List less 10 per cent.

Polarine, per gal, list	1.15
Polarine, medium, list	1.15
Polarine, heavy, list	1.15
Polarine, ex-heavy, list	1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil. A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl. net ... 0.09.90
Do., tank wagons, net ... 0.08.90
Do., tank cars, net ... 0.07.90

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute	$0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES— Per Case

5 gross, 4-in. (loose)	$1 95
4 gross (cartons), 4 in.	2 00
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$6 00	$8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	78 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets ... $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS—	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.o.b. St. Mary's, Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. ... 6 00
Everlastic (red or green) mineral surface, sq. 36" wide, ... 2 85
Do., 18" wide ... 3 30
F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—

In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SAND PAPER

B and A sandpaper, list less 10%
Star sandpaper, list less ... 10%
B and A Emery cloth, list plus 20%

SCALES

Champion List Net

4 lb., $6.60; 10 lb., $8.65; 240 lb., $12.65; 600 lbs., $35.80; 1200 lbs., $43.00; 2000 lbs., $57.10; 2000 lbs., drop lever, $64.75.

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

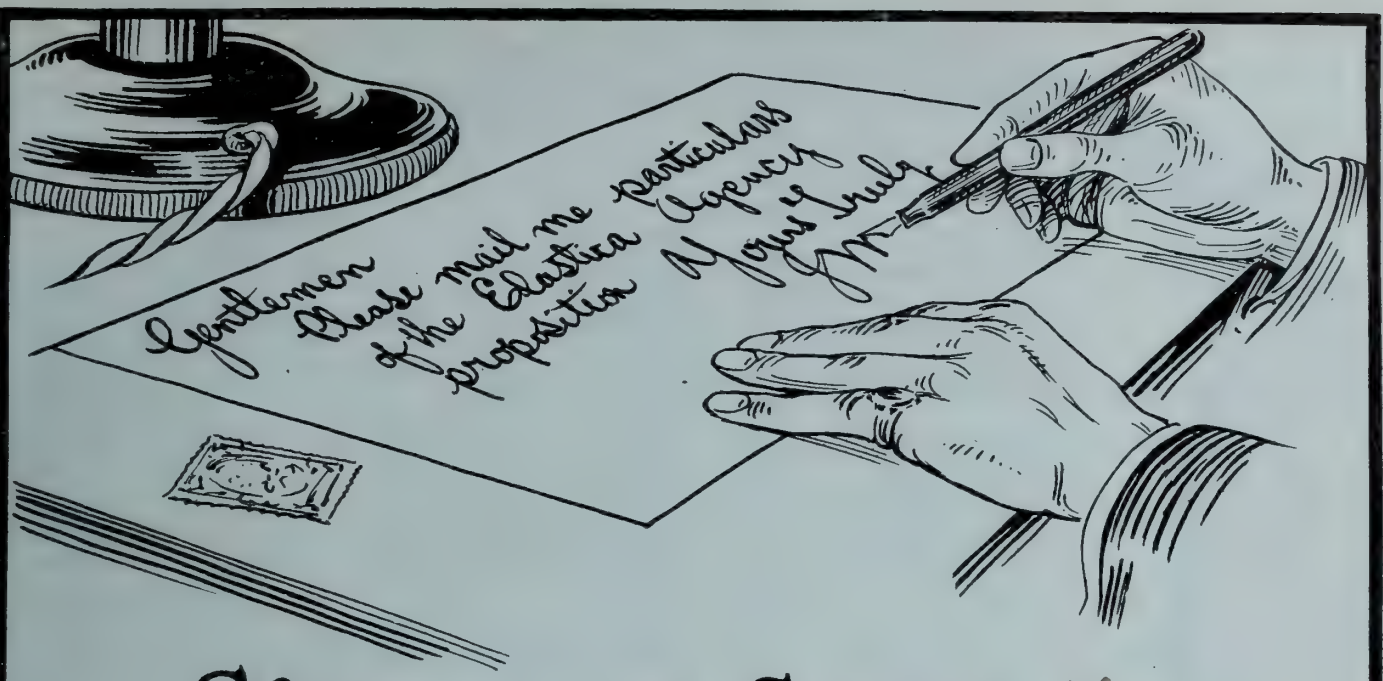
SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F. H., bright	85 %
Wood, R.H., bright	82½%
Wood, O.H., bright	82½%
Wood, F. H., brass	80 %
Wood, R.H., brass	77½%
Wood, O.H., brass	77½%
Wood, F.H., bronze	75 %
Wood, O.H., bronze	72½%
Wood, R.H., do.	72½%
Square cap	50 %
Hexagon cap	50 %
Set Screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1⅛ in.	13 50
1¼ in.	15 66



Sign and Send It *Now!*

Just a penny postcard requesting us to send you particulars of the Elastica Agency proposition. The work of a moment but a moment well spent. By return mail we will send you detailed information about

TRADE ELASTICA MARK.

The Complete Line of Paints and Varnishes

and will show you the many and varied advantages that will accrue to you through the exclusive agency for these widely known and popular Paint and Varnish Products.

Some of Canada's most successful paint dealers have found the Elastica Agency the straight road to bigger and better paint and varnish sales. The very fact that it offers a complete line—a paint, varnish, stain or enamel for every customer's requirements—is a point worth remembering.

Bear in mind that your post card enquiry involves no obligation at all. We just think you'll be interested and will be glad of the opportunity to place our proposals before you.

INTERNATIONAL VARNISH CO. LIMITED.

Montreal Winnipeg TORONTO Halifax Vancouver

SCYTHES
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence) Per 100 lb. kegs
Bright 4 00
Galvanized 5 00

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170, each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1. doz.... ...... $27 60
Star. No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun No. 2 ... . . 22 00

SWEEPERS—Carpet (Bissell's)
Amer. Queen, nick. fittings.
cyco ball bearings .....$ 60 00
Galv. Coal Hods, list, plus 33 1-3%.
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's) Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TOY (Bissell's)
Little Daisy, $3.00; Little Queen, $4.50; Little Jewel, $17.00.
Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings—List adopted February 8, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival Steel ...	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket ...	7 27
145— 5 ft.	Steel Pocket ..	9 20
175— 5 ft.	Linen Pocket .	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 48
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40 per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..45%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 35%
Flatway stop and waste cocks, Standard 54%
Brass steam cocks, stand ... 43%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.
Penberthy Brass Valves
Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in.,$18.00; 1 1/16 in., 1 1/8 in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points; Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. . .	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. ...	2.50	2.50	2.65

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.5.5
Annealed base, $3.55.
Galvanized base, $3.90.
Barbed Wire, $4.30.
Coiled Spring Wire, 9 gauge. Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire. 15c.; bright, soft drawn, 25c-70c
Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in, $12.50 per doz.

WRINGERS, CLOTHES
Domestic, No. 581E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 138 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 348

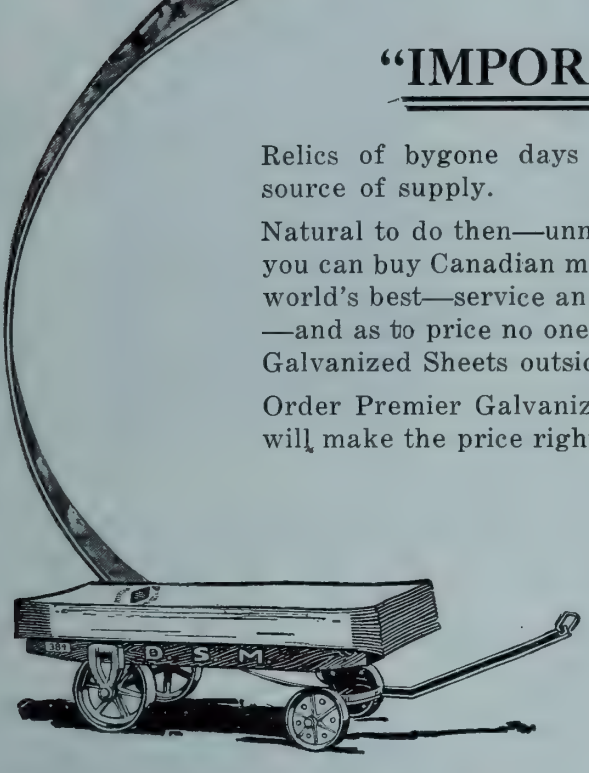
"IMPORT SHEETS"

Relics of bygone days when there was no Canadian source of supply.

Natural to do then—unnatural and unwise now—To-day you can buy Canadian made sheets equal in quality to the world's best—service and deliveries, of course, far better—and as to price no one has yet saved a red cent buying Galvanized Sheets outside of Canada since 1918.

Order Premier Galvanized Sheets now and your jobber will make the price right.

TINKER TOM.



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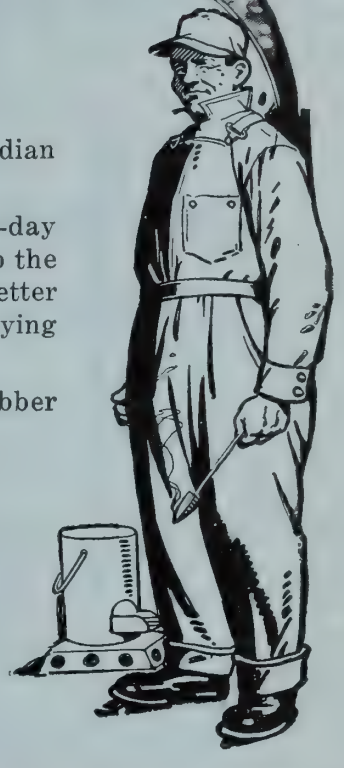


CARTER'S

For Your Paint Department --

CARTER'S GENUINE DRY RED LEAD

An easy selling and popular line. Made from the best Canadian pig lead, highly oxidized and very finely ground. A good line to recommend. Your paint customers know its quality. It always satisfies.
Write for prices on this and the other Carter products—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 10 0lbs. F. o. b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	...0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	..06½-09
Do., No. 1	..03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—

	per gal.
Ad-el-ite, white	$4 00
Ad-el-ite, tints	3 75

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 50
Lampblack	0 50
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Agate,	4 45
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS.—Window

Case lots	Single 16 oz.	Double 24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure.		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 9 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE	
Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1.	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS— Fly Creonoid	
Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white	3 75
Do., colors	3 60
Re. Newitt, porch and floor	3 55
Do., flat wall finish	3 35
Moore's House colors, white	3,75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
F.o.b. Montreal, Toronto, London	
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white	3 45
Ramsay's Dull tons, colors	3 35
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00

Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—	
Barrels	0 60 0 60
Half barrels	0 65 0 65
5s, gal.	0 70
1s (case 12 gals.)	8 50 9 50

H., T. & A. Co.'s Creosote Oil—	
Barrels	0 45
Half-barrels	0 50
5s and 10s	0 60

F.o.b. Montreal, Toronto.

PARIS GREEN
Quotations are under revision. Prices for 1922 season are expected to be announced in the near future.

PUTTY
See weekly report.

ROSIN—	
G., medium grade	3 00 3 50
Water white	4 75 5 25

SHELLAC Per Gal.	Pure White	Pure. Orange.
In bbls.	5 40	4 90
Gal. Jugs	5 10	4 60

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 30	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Fakoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C. P. C. Sun Varnish	3 90
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C. P. C. Sun Waterproof Floor	4 00
I.V. Elastica, No. 1	4 89
Do., No. 2	4 43
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L., No. 61	5 04
Jamieson's Copaline	4 30
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 00
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 65
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 35
Luxeberry Light	4 75
Luxeberry, granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 80
Ramsay's 400 Hard Oil	3 25
Ramsay's No. 720	3 00
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	4 00
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar	4 90
Dougall Transparent, floor	4 40
Do., Nogloss, interior	4 40
Do., Interior,	4 40
Copalite	4 00
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 06
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 21

WATER PAINTS 5-lb. pkgs.	(per 100-lbs.) White.	Colors.
Frescota	$8 50	$9 50
Decotint	$7 50	$8 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	
Alabastine	7 00	7 50

Hygienic Kalsomine.	per 100 lbs. White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts.	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X. 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 18c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Lion Brand	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 60

F.o.b. Montreal, Toronto.

WHITING	
Gilders, bolted in bbls.	3 25
WOOD ALCOHOL	Per gal
In five gallons	$1 75
Methylated Spirits	1 75

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Registered **Floglaze**

Lac Shades

(The Can with the Green and Red Label)

Are Big Turnover Producers

These shades admirably fill the demand for a high grade Varnish Stain.

For finishing and renewing floors, woodwork, furniture, etc,

The brilliant and enduring qualities of Floglaze Lac Shades remain long fixed in the customers' minds.

Bigger, better business can be built with Floglaze Lac Shades, which means larger and quicker turnover.

Our dealer's booklet, "A Guide to Larger Profits", describes Floglaze Lac Shades fully. Write us for a copy.

Floglaze
M L
QUALITY

"Make 1922 your Greatest Paint and Varnish year"

THE
IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Eastern Distributors :
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta :
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors far British Columbia :
The Calander Shore Co., Ltd.
155 Pender Street West
Vancouver, B.C.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	..$23 50	......	.....
32 Short	.. 23 50	.....	70 00
25/20	.. ..	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.. ..	.....	209 00
25/35	... .	.....	125 50
30/30	... .	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	....	.....	121 50
32 Special	....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.. ..	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.. ..	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 40% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	....$6 00	18/16	....$12 00
4	...... 5 00	19	...... 14 00
5	...... 5 00	20	......14 00
6	...... 5 00	21	...... 16 00
7	...... 5 00	22	...... 16 00
8	...... 5 00	23	...... 16 00
9	...... 6 00	24	...... 18 00
10	...... 6 00	25	...... 21 00
11	...... 7 00	26	...... 21 00
12	...... 7 00	27	...... 24 00
18	...... 8 25	28	...... 24 00
14	...... 8 25	29	...... 27 00
15	...... 9 50	30	...... 27 00
16	...... 9 50	31	...... 30 00

Discount from standard list prices.
Irwin ....15% on list.
Common ......30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, BENCH

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in. to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15-10-10-10% off list.
Standard, 15-10-10% off list.
Extra, 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $10 00

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—
No. 800 .... net prices
No. 804 .... net prices
No. 833 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe .... Discount 60%
Nicholson Gen. ... Discount 35%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
+, 2½, 3*, 4", 5 and 20% off.
Nipples, 4 in., and under 40 & 10%

FRY PANS Each

Cast Iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)
60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	18 65
Ball Face	Doz.
No. 61, 1¼ lbs.	19 05
No. 61½, 1 lb.	18 95
No. 62, 13 oz.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

No. 1	13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $9.85; hand rilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 95
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32¾c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	**12 75**
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06 1 per 100 lbs.

LEAD WASTE, $12.96 1 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

Raw.	1 20
Boiled, ...	1 23
	Per gal.

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

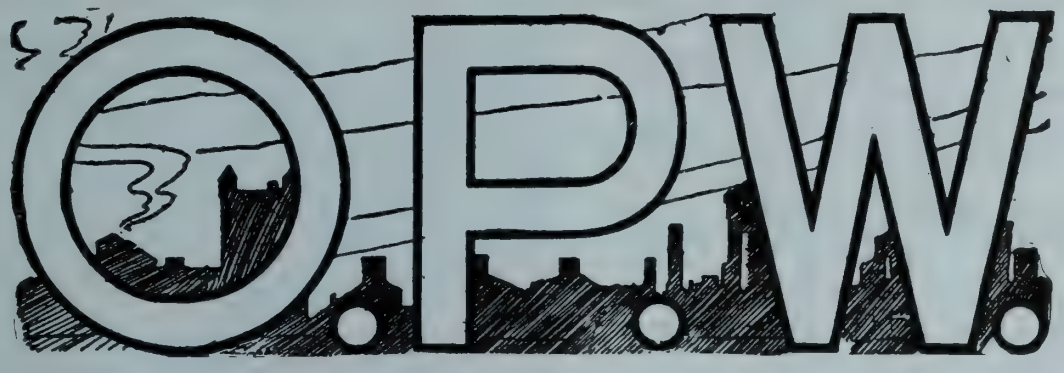
	12 in	14 in.	16 in.
Woodyatt .	.....	$10 50	$11 00
Empress .	.....	12 50	13 25
Daisy . ..	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade .	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld..	12 45	13 00	18 45

NAILS

Wire, f.o.b. Fort William, $4.20 base; Winnipeg, $4.80. Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50



Look After Your Customers and the Sales will Look after Themselves

Every customer of your store is affected by your skill in buying and your knowledge of your goods. He wants the benefit of low prices, and he wants quality paints and varnishes, too.

And yet, paints, varnishes and enamels all look alike in the can. You are obliged to buy on faith.

Your answer is O. P. W.

The goods are right and the price is right. A generous margin of profit is left for you on a retail price that you can popularize.

Ottawa Paint Works, Limited

Ottawa, Canada

Branches: Montreal and Toronto

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 52
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER

B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1	0 45	8 45
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 80%; flat head, 82½%; oval head. 80%; round head, brass, 72½ 5%; flat head, brass, 77½%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	6 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 20
22-24 gauge	6 25
26 gauge	6 40
28 gauge	6 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen, per doz.	4 50
Little Jewel	17 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.30; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.45, Fort William; $5.05, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 85
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.55 per gallon.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Cotton, 4-ply, cones	0 43
Cotton, 4-ply balls	0 32

VARNISHES—

Stephens' Luminette, gal.	3 75
Stephens' Exalite, gal.	4 25
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Granitewear

Colonial Imperial Pearl, 30 and 2½% off.

Premier Canada Diamond, 10% off.

Whitewear, 50% off.

Japanned Ware, list, plus 15%.

Japanned Ware, white, list plus 25%.

Japanned Sprinklers, list plus 35%.

Stamped Ware, plain, 40 and 15% discount.

Stamped Ware, retinned, 40 and 7½% off.

Pieced Tinware, ordinary, list plus 37½%.

Pieced Tinware, copper bottoms, list plus 45%.

Sheetiron Ware, list plus 25%.

Light Galvanized Pails, plus 15%.

Tubs—

Light, plus 15%.

Heavy, plus 15%.

Pails and Tubs, plus 15%.

Jap. Coal Hods, list plus 50%.

Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$12 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 08	9 58
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 [illegible]
1⅛ in.	8 70	9 20
1¼ in.	8 [illegible]	9 [illegible]
1⅜ in.	8 [illegible]	9 [illegible]
1 7-16 in.	8 [illegible]	9 [illegible]
1½ in.	8 [illegible]	9 36

WASTE—

Cream, polishing	0 20
WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½
COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J	0 11
Keen	0 09½

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 00
Cast, plain, 10 in.	15 00
12 in.	18 [illegible]
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 00
General purpose	7 00
Stone	18 75
Navvy, doz.	105 00

WIRE—BARB—

Lyman, 4 -point, $4.15, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle—

6 in., $15.00; 8 in., $17.50; 10 in., ... 12 in., ... 15 in., ... 18 in., ...

WRENCHES—PIPE

Trimo—45 per cent. off list.

Stillson—30% off list.

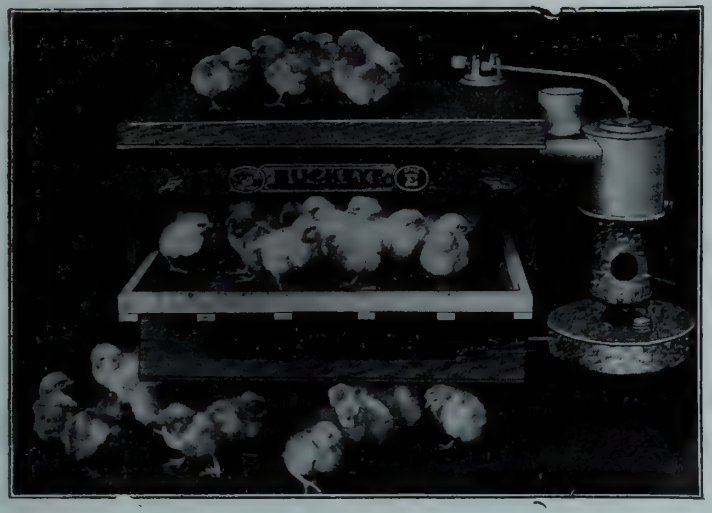
Always Ready	Black. (Dozen)	N. P. (Dozen)
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Regent	$60 00
New Era	76 50
Universal	40 50

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



BUCKEYE
Incubators and Brooders

ARE

Profitable lines for dealers to handle. Make them both friends and money.

BUCKEYE INCUBATORS

Built to hatch the most chicks and the best chicks and sold at prices that are consistent with the cost of building.

BUCKEYE BROODERS

Will raise three chicks where one grew before and raise them better. Simple and easy to operate. Just need attention once or twice a day.

A Post Card will bring You Catalog and Prices.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

STEEL IRON METALS
WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, D RIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQU ARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND G ALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE W HOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON *WE* HAVE IT

The MANITOBA STEEL & IRON COMPANY
WINNIPEG, MANITOBA LIMITED

Established 1852

Displays and Selling Helps

Real Ones and Lots of Them

For over seventy years Meakins & Sons have led the way in co-operative helps to the merchant through displays and selling helps.

This card of brushes on your counter or in your window attracts the attention that leads to business. Once they get attention Meakins brushes do all the interesting and convincing necessary to close sales. When backed by the merchants' skill and salesmanship, there is no let up to the continuous sales for which Meakins brushes have been famous nearly three-quarters of a century. Get the new 1922 catalogue.

Meakins & Sons Limited

Hamilton, Canada

Winnipeg, London, Montreal
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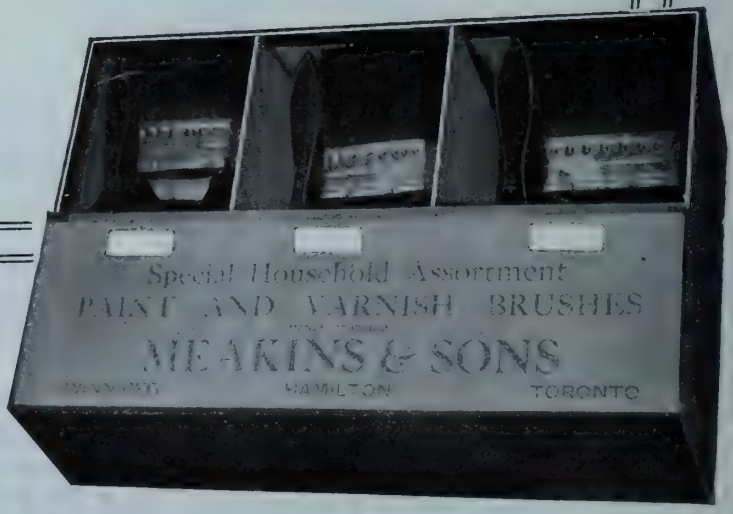

John Millen, of Wilmette, Ill., a town of 6,000 population, finds Effecto more profitable each successive year.

"A remarkable thing about Effecto is the way it sells at all times of the year,"

says John Millen, of Wilmette, Ill. With other live P&L dealers, he says: "There isn't a really dull month on this line." Millen finds his Effecto stock turns over four or five times a year, netting an annual return as high as 140% on that part of his capital which is invested in Effecto.

Get some of this year-round Effecto business which sales-creating magazine advertisements and high-powered helps will bring you! Write *today* for particulars of this unusually attractive proposition on Effecto.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Painters Manual

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Stanley Works, The, New Britain, Conn.
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BOX STRAPPING
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The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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Canada Cycle & Motor Co., Toronto.

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Canadian Veneering Co., Montreal, Que.

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Canada Steel Goods Co., Hamilton.
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Graham Nail Works, Toronto, Ont.

BRACES
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Millers Falls Company, Millers Falls, Mass.

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Canada Cycle & Motor Co., Ltd., Toronto, Ont.

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James Morrison Brass Mfg. Co., Ltd., Toronto.

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Meakins & Sons, Limited, Hamilton, Ont.
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Meakins & Sons, Ltd., Hamilton, Ont.
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Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B

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Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

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The Katie Foundry Co., Galt, Ont.

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Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

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W. Walker & Son, Ltd., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
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Carborundum Co., Niagara Falls, N.Y.

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Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

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Canada Foundries & Forgings, Ltd., Brockville.

CASTINGS
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The Barrett Co., Ltd.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Stanley Rule & Level Co., New Britain, Conn.
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Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

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CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
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The Katie Foundry Co., Galt, Ont.
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CLOTHES RACKS
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CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

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The Katie Foundry Co., Galt, Ont.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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The Katie Foundry Co., Galt, Ont.

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Consumers Cordage Co., Montreal and Halifax.
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Fittings, Limited, Oshawa.

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Bridgeport Hdwe. Co., Bridgeport, Conn.
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W. Walker & Son, Ltd., Toronto.

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Canada Steel Goods Co., Hamilton, Ont.
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Chicago Spring Butt Co., Chicago, Ill.
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Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
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Wilkinson & Kompass, Hamilton, Ont.
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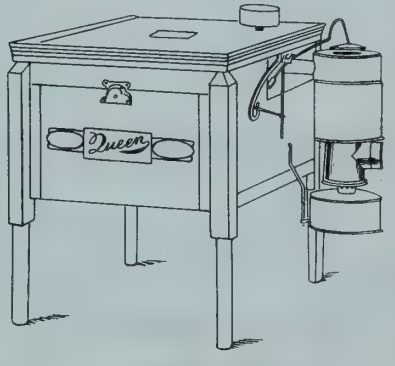

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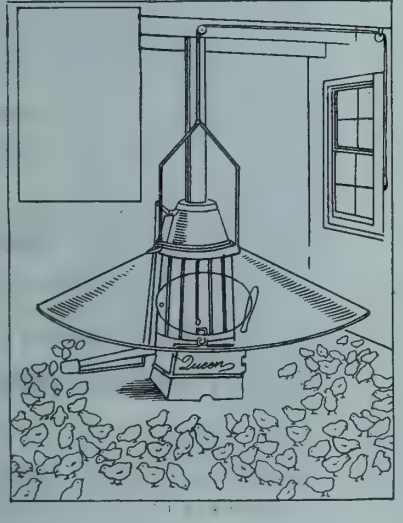
No. 20	21	22	
Capacity 70	130	220	eggs



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The Western Wire & Nail Co., London, Ont.

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Dominion Battery Co., Ltd., Toronto.

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Jenkins Bros., Ltd., Montreal.

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W. Walker & Son, Ltd., Toronto.

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FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

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The Beach Foundry, Limited, Ottawa, Ont.
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The Deco-Tint Co., Montreal, Que.
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Canada Metal Co., Ltd., Toronto, Ont.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

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The Steel Trough & Machine Co., Ltd., Tweed, Ont.

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Imperial Oil Co., Ltd., Toronto, Ont.

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The Steel Trough & Machine Co., Ltd., Tweed, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Smith & Hemenway Co., Inc. Irvington, N. J.

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The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
The Ontario Plate Glass Ltd., Hamilton, Ont.
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The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto

GLAZIERS' DIAMONDS
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Sanderson Pearcy & Co., Limited, Toronto, Ont.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

Building Prospects Look Bright

NEVER before have prospects for building looked brighter than they do at the present time and this means of course that furnaces will be in great demand this coming season.

Are you handling the right kind of furnaces to enable you to meet the public demand? If not, link up with us and get the lion's share of the furnace business in your town.

New Idea and Souvenir furnaces in both pipe and pipeless styles are made in sizes to suit practically every type of house, which enables our agents to meet every requirement without having to carry other makes of furnaces.

Our agency is still open in some towns and villages and your inquiry regarding same will have our prompt attention.

Link up with us and let us show you how profitable our agency will be for you. We will cheerfully supply you with circulars which fully describe our various styles and which will aid you in selling. Write for these today and also ask for price list.

Resolve to make this year your biggest furnace year. Link up with New Idea and Souvenir.

The Hamilton Stove & Heater Co. Limited

Successors to GURNEY TILDEN CO., Limited, Hamilton. 75 Years Successful Manufacturing.

Special Quebec Representatives: Montreal Supply Co., Ltd., 16 Craig St. W., Montreal
Winnipeg Representative: 134½ Higgins Avenue, Winnipeg, Man.
Vancouver Representative: 1073 Hamilton St., Vancouver, B.C.

NEW IDEA & SOUVENIR

WARM AIR FURNACES

PIPE & PIPELESS

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foregings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited Toronto.

ICE CUTTING TOOLS

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Veno Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

Barrett Roofings, Cements Industrial Paints etc.

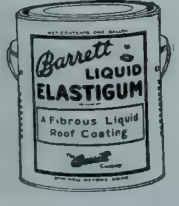
Sales-Pulling Advertisements All Over Canada

Advertising on Barrett Specialties will continue through 1922 to tell people why Barrett Products are better—why they are more economical—why they never fail to give satisfaction.

This advertising is certain to make new customers for Barrett dealers—and hold the old ones. Demand will be particularly heavy for the four popular products described below:

Everlastic Liquid Roofing Cement

Makes old "rubber" and other prepared roofs like new. Seals up the holes, gives a new surface, and adds years of extra service. Easy to apply and quick-drying. Comes ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons. Don't be without a stock.



Barrett Liquid Elastigum

One of the most popular products in the Dominion for keeping roofs of all kinds watertight under all conditions. Waterproof, durable and easy to apply. Even after years of service it is still tough and elastic. Put up in various size containers from 1-gallon cans to 40-gallon barrels.

Plastic Elastigum Patching Cement

Unequalled for repairing leaks in roofs, for re-lining gutters, stuffing cornices. Can be applied to wet or dry surfaces, and holds its waterproof qualities through all kinds of weather. Put up, ready for use, in packages of various sizes, from 1-lb. tins to barrels of about 600 lbs.

Everjet Elastic Carbon Paint

A proved protective paint of known reputation. Prevents metal from rusting. It dries quickly, forming a smooth, glossy surface, proof against acids, alkalis, and fumes. Put up in 1-gallon cans, lithographed (cases of one doz.), 5-gallon cans, ½ barrels (about 20 gallons), barrels (about 40 gallons) and steel drums (43 gallons).

Be sure to have sufficient stock of these fast selling products to supply the demand. If you have not already received your copy of our latest Price List—write for it today.

MONTREAL TORONTO ST. JOHN, N. B. The Barrett Company LIMITED WINNIPEG VANCOUVER HALIFAX, N. S.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LAMPS, NITROGEN AND TUNGSTEN

LAMP BLACK
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co. Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF

FLAT WALL, CONCRETE, FLOOR, CEMENT,

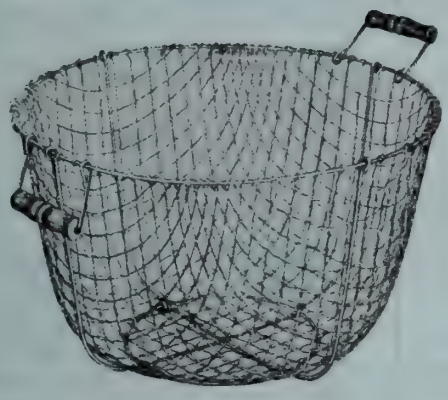
ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.

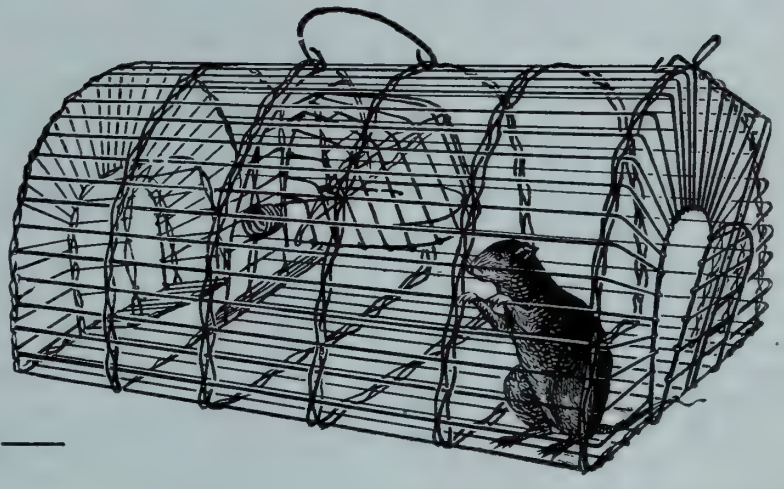
PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John,
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company Ltd., Toronto, Can.

MACDONALD





Wire Goods—

This staunch, reliable Root or Fish Basket is made in three sizes: No. 60, approximately ½ bushel, with drop bail and wood grip; No. 61, approximately 1 bushel, drop side-handles with wood grips; No. 62, approximately 1½ bushels, drop side handles with wood grips.

Made with one-inch mesh of steel wire, heavily coated by the hot dip process, after making, which renders it rust-proof and solders every joint; well braced, smoothly finished. Fitted with one-inch band steel reinforcing around top, for hoisting on boats, at small extra charge.

Extensively used in harvesting root crops and indispensable on the farm. Extremely popular with fishermen in all fishing districts.

The effective, "sure-thing" Rat Trap, the Root Basket, our Wire Baskets and other products, are useful, handy products that sell briskly.

MACDONALD

Wire Goods Company

Stocked in Montreal by Harold E. Smith Sales Co., 130 Craig St. West

Hardware Jobbers who handle Macdonald Wire Goods

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McLennan, McFeely & Co., Ltd., Vancouver, B.C.
McClary Mfg. Co., Ltd., Montreal, Que.
A. Prud'homme & Fils, Ltee., Montreal, Que.
Robertson, Foster & Smith, Ltd., St. John, N.B.
Wm. Robertson & Son, Halifax, N.S.
Rice Lewis & Son, Ltd., Toronto, Ont.
Starke-Seybold, Ltd., Montreal, Quebec.
Walter Woods, Ltd., Hamilton, Ont.
Wood, Vallance, Ltd., Winnipeg, Man.
E. T. Wright Co., Ltd., Hamilton, Ont.
Wood, Vallance & Leggatt, Ltd., Vancouver, B.C.
Wood, Alexander & James, Ltd., Hamilton, Ont.
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A. Aubry & Fils, Ltee., Montreal, Quebec.
Bond Hardware Co., Ltd., Guelph, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Caverhill, Learmont & Co., Ltd., Montreal, Quebec.
Cragg Bros. Co., Ltd., Halifax, N.S.
E. Chown & Son, Kingston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wm. Doyle, Regd., Quebec, Quebec.
Frank Fales & Sons, Ltd., St. John, N.B.,
The Gray-Harvey Co., Ltd., Ottawa, Ont.
Hobbs Hardware Co., Ltd., London, Ont.
D. H. Howden & Co., Ltd., London, Ont.
L. H. Herbert & Cie., Ltee., Montreal, Quebec.
Kennedy Hardware Co., Ltd., Toronto, Ont.
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THE BUYERS' GUIDE

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McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

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Walter Woods & Co., Hamilton.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

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Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
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PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

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Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
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Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
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The Steel Metal Products Co., of Canada, Limited, Toronto.

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The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

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PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Millers Falls Company, Millers Falls, Mass.

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Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
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Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwel-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

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Rideau Specialty Co., Smiths Falls, Ont.

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Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

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Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.

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Shurly-Dietrich Co., Ltd., Galt, Ont.

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G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.

REAMERS
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Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

ROOFING, RUBBER
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W. Walker & Son, Ltd., Toronto.

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Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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RULES
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Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
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Henry Disston & Sons, Limited, Toronto.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
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The Simonds Canada Saw Co., Limited, Montreal, Que.

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Shurly-Dietrich Co., Ltd., Galt, Ont.
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E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

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Henry Disston & Sons, Limited, Toronto.
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Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

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Clemsen Bros., Inc., Hamilton, Ont.
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Smith & Hemenway Co., Inc. Irvington, N. J.

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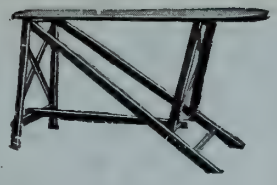
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
E. C. Atkins & Co., Hamilton, Ont.



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Sash Pins.
WIRE.
Bright
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Soft Drawn
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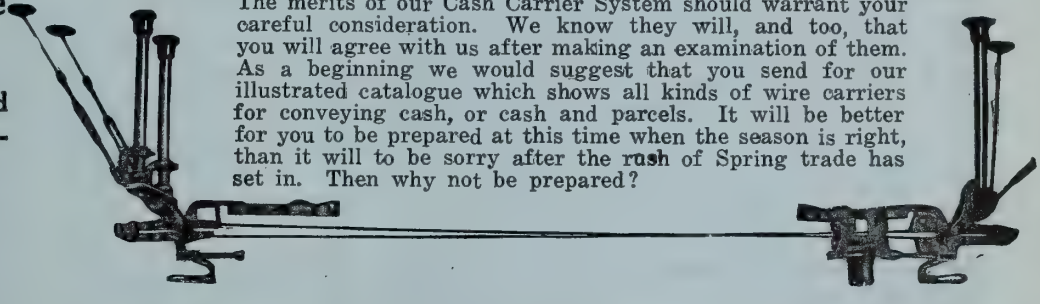

The merits of our Cash Carrier System should warrant your careful consideration. We know they will, and too, that you will agree with us after making an examination of them. As a beginning we would suggest that you send for our illustrated catalogue which shows all kinds of wire carriers for conveying cash, or cash and parcels. It will be better for you to be prepared at this time when the season is right, than it will to be sorry after the rush of Spring trade has set in. Then why not be prepared?

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Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

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Shurly-Dietrich Co., Ltd., Galt, Ont.

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Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
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SCREWS, WOOD
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Canada Wire & Iron Goods Co., Hamilton.

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N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
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Sanderson-Harold Co., Ltd., Paris, Ont.

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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

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A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
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SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIGHTS, GUN AND RIFLE
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SIGNS, STREET
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SILVERWARE
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Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
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Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Toronto, Ont.

SINKS
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Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
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SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

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The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co of Canada, Ltd., The, Hamilton, Ont.

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STORE FIXTURES
Cameron & Co., Toronto.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Hamilton Stove & Heater Co., Hamilton, Ont

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont.

STOVES, OIL
The Sheet Metal Products Co., of Canada, Limited. Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVE PIPE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.

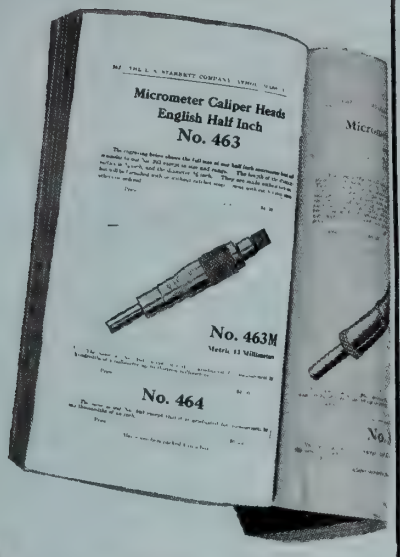
THERMOMETERS, OUTDOOR, FEVER, BATH, CANDY
Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

New Tools You Should Know



MICROMETER CALIPER HEADS

Nos. 463 and 464

Starrett Micrometer Caliper Heads are designed to facilitate the taking of fine measurements in connection with tools or machines to which they are attachable. Recent additions to the Starrett line of these micrometer heads are No. 463, a half inch micrometer head graduated to thousandths of an inch, and No. 464 which is similar to No. 463 except that it is graduated for measurement by ten-thousandths of an inch. Both No. 463 and No. 464 Starrett micrometer caliper heads are furnished with or without the Starrett ratchet stop. Consult your copy of the new Starrett catalog No. 22 "MA", page 162, for full description and illustration of these new tools. If you haven't a copy of this catalog handy, write for it—and also ask for the Starrett booklet— "The Tools Mechanics Buy." Both books will be sent promptly on request.

The S. L. Starrett Company

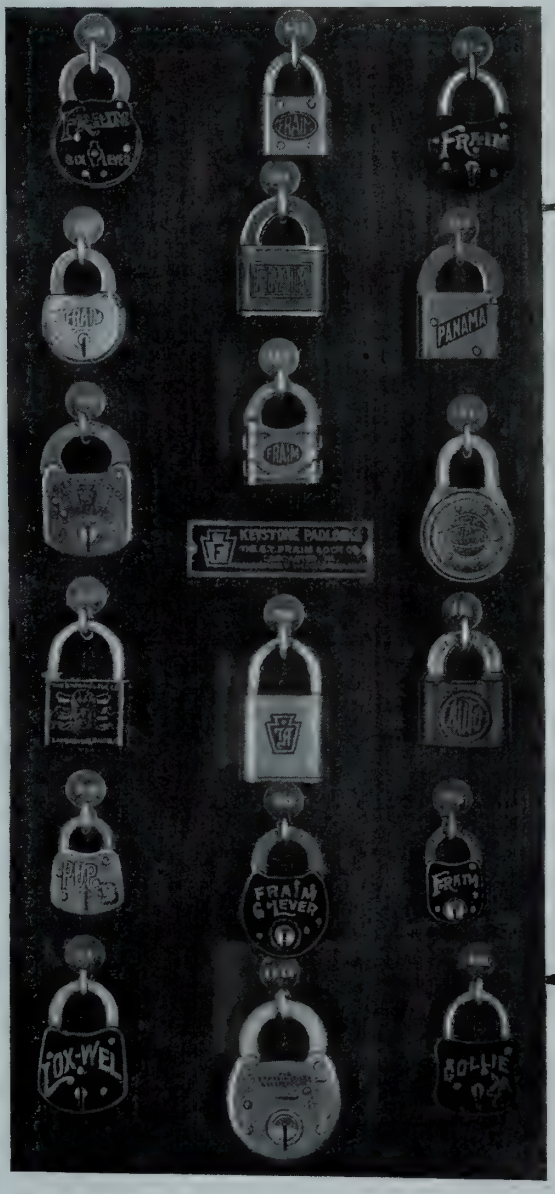
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.

Sell Starrett Tools

TRADE **FRAIM** MARK

A Silent Salesman



Dealers Display Board

No. 2510

Let this "Silent Salesman" work for you. It costs you nothing after the first small expense —always on the job reminding customers of their padlock needs. May we tell you about this profit-making device? When you sell Fraim Padlocks you sell satisfaction.

THE E. T. FRAIM LOCK CO.

LANCASTER, PENNA., U.S.A.

GORDON FLOHOON, 11 St. Sacrament St., Montreal.
A. E. HANNA, 218 Portage Ave., Winnipeg.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Claxton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont.
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE BALE TIES
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Graham Nail Works, Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Northland Ski Manufacturing Co. Northland SKI St. Paul, Minn. U.S.A.

On all Northland Skis

Order NORTHLAND SKIS NOW!

This winter's demand was big—next season's will be bigger. They all want Northlands. Stock up now while prices are down and we can make immediate deliveries.

Send for the Northland catalog.

NORTHLAND SKI MFG. CO.

Largest Manufacturers of Skis in the World.

23 Merriam Park St. Paul, Minn.

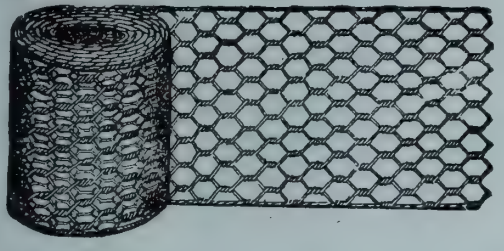
THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

GALVANIZED WIRE NETTING

For RABBITS, SHEEP, POULTRY, and all purposes



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POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by
THE WHITECROSS CO., LIMITED, Warrington, England. IN STOCK AT MONTREAL

IF YOUR MESSAGE TO THE TRADE

is advertised in Hardware and Metal it goes by paid subscription to every wholesale hardware buyer in Canada and over 90% of the retailers. An examination of hardware-store displays, or inquiries in the stores, will convince you that these men invariably prefer to buy goods made familiar in the advertising pages of Canada's only weekly hardware trade paper.

HARDWARE and METAL

"Canada's National Hardware Weekly"

143-153 University Avenue - Toronto, Canada

Montreal Branch, Southam Bldg. Winnipeg Branch, Union Trust Bldg.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—STRONG, AGGRESSIVE SALESman by large Paint & Varnish Manufacturer. To call on manufacturing trade in Ontario. When answering state age and experience. Box 555, Hardware and Metal.

WANTED—EXPERIENCED HARDWARE MAN or head clerk, must be good salesman and stock keeper. State where last employed also age and salary wanted. Box 556, Hardware and Metal.

WANTED—ABOUT MARCH 15 ASSISTANT to the Manager of large hardware store in City of 20,000, Central Ontario. Store employs 10 or 12 salesmen, and the man who fills this position must be a hardware man of energy and experience, capable of taking charge when necessary. Apply in own handwriting. State previous experience and salary expected. Apply Box 557, Hardware and Metal.

SITUATIONS WANTED

YOUNG HARDWARE TRAVELER AGE twenty-one with one year's experience in hardware and electric supplies, wants position. Apply Box 558, Hardware and Metal.

YOUNG MAN 20 WITH HARDWARE EXperience, desires position with hardware business, city or country. Preferably where there would be an opportunity to become better experienced in the hardware line. Will be open for engagement April 1st. State approximate salary if satisfactory. Box 559, Hardware and Metal.

Manufacturers' Agent Wanted

IMPORTANT group of British hardware manufacturers already doing Canadian business need services of thoroughly reliable agents having connections with wholesale hardware and builders' supply houses. State territory covered and fullest possible particulars to Box 104, Hardware and Metal, 88 Fleet St., London, Eng.

FOR SALE

FOR SALE—HARDWARE BUSINESS IN Eastern Ontario. Good transportation, two railways and river St. Lawrence. Stock and fixtures about $11,000. Box 345 Hardware and Metal.

FOR SALE—HARDWARE BUSINESS ON main street of a northern Ontario city. Stock about $22,000, turn over three times. Best industries located in city. Apply Box 560 Hardware and Metal.

SET OF TINSMITHING MACHINES, STAKES, etc. Good as new. Cheap. Apply W. L. Burgis, Cannington, Ont.

THRIVING HARDWARE BUSINESS IN MIXed farming and dairying district consisting of $4,000 stock. $600 fixtures. Double corner brick store and dwelling 2 story 24 x 42. Galvanized warehouse 40 x 24, two story full concrete basement Frame, barn, poultry shed and garage, all buildings situated on two full lots 50 x 150. This stock was turned over three times this last year and can be increased. Located mainway between Ottawa and Montreal on G. T. R. Reason for selling, closing out an estate. Apply Allan Long, F. W. Dingwell, executors. Box 398, Maxville, Ont.

WANTED

WOULD PURCHASE THRIVING HARDWARE business in Province of Quebec, Eastern Townships preferred, give full particulars. Box 561, Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

For Distinctive - - Planned to Pull
TRADE MARKS
CONSULT
HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
133 Bank St.—Ottawa, Canada

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit,
Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.,
Chester, Conn., U. S. A.

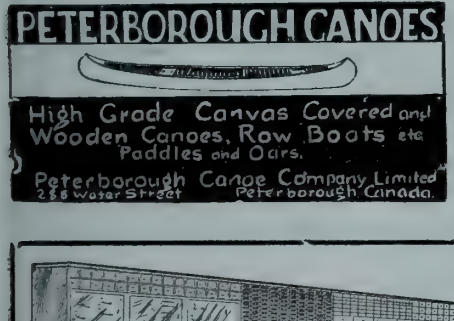
BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

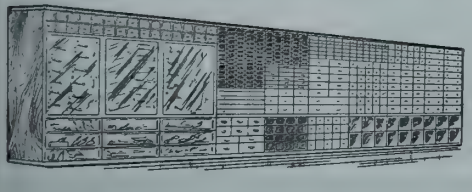
DOON TWINES, LIMITED
KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.





Cameron Store Equipment

Our Specialty

Cameron & Company
74 Logan Ave. Toronto

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

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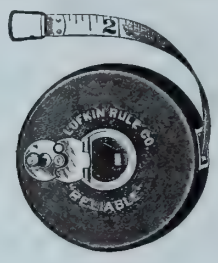


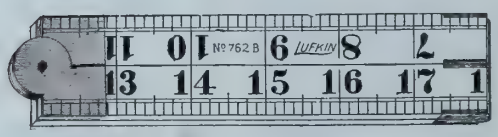
LUFKIN

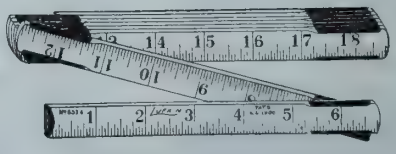
Tapes and Rules

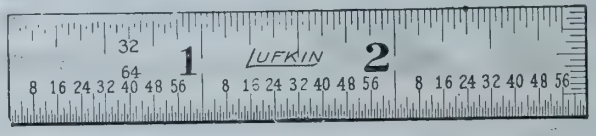
MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL







THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.

RAPID DELIVERY

Ford Truck

with Canopy Top Body

The new 5-1 worm gear, now optional on all trucks, gives speed up to 25 miles per hour. The double ventilating windshield and the storm roll curtains protect the driver. The closed front and rear and roll side-curtains protect the load. It can be converted in a minute from an open to a closed truck. Now a standard body and can be obtained from any Ford dealer.

Ford Motor Company of Canada, Limited, Ford Ont.

113T

Great Fence Business Ahead

You Are Now Face to Face With the Richest Fence Selling Opportunity of Recent Years

The farmer has been putting off his fence problems till prices could come more within his reach.

Frost prices are down to meet the farmer's ability to pay at the present low prices he gets for his farm products.

Those old fences of his must be in pretty bad shape by this time. Show him the time has come to renew them. This suggests some active emphasizing of Frost Fence.

Remember, you are dealing with wary buyers, especially those who have tried to save money on "cheap" fence. Sell quality Fence–Frost Fence.

Point out the famous Hold-Tight Lock, the extra heavily galvanized wire, and other special features by which Frost Fence stands alone as the least expensive fence the farmer can buy—cheaper to put up and maintain—the neatest, tightest, handsomest fence on the market.

Why not do some active campaigning and run up your sales! Let us cooperate.

Frost Steel and Wire Company, Limited

HAMILTON - CANADA

Galvanized and Bright Wire—Hay Wire and Bale Ties—Woven Wire—Farm, Factory and Ornamental Fences—Galvanized Gates—Manufacturers' Wire Supplies.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIV. No. 10 | THE MACLEAN PUBLISHING COMPANY, LIMITED | March 11, 1922
PUBLICATION OFFICE: TORONTO, CANADA

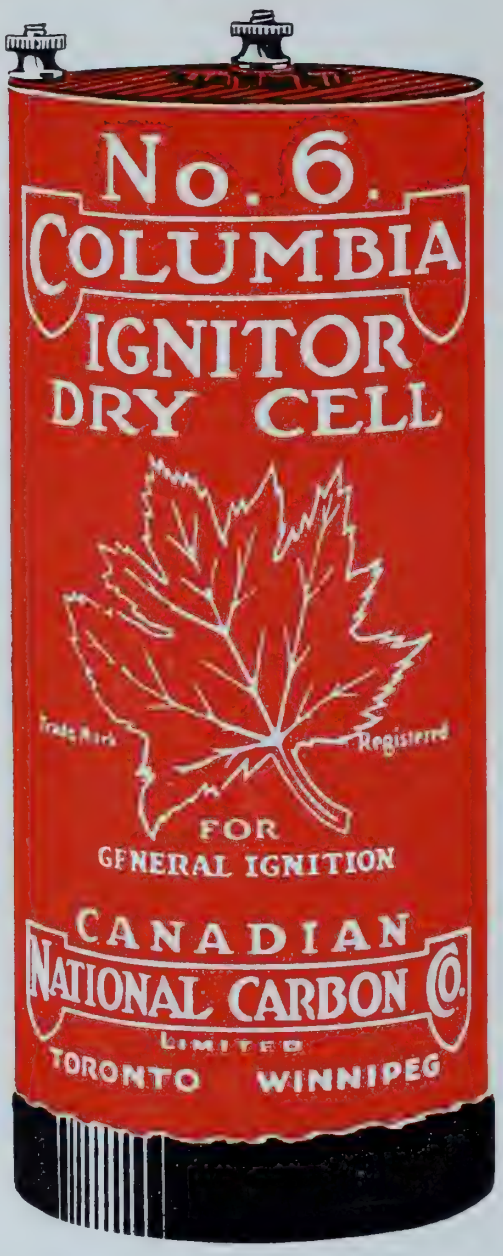
SHER-WILL-LAC

THE SHERWIN-WILLIAMS Varnish Stain of Guaranteed Quality

GUARANTEED by the "Cover the Earth" Trade Mark on the label. And worthy of your recommendation on that account because "Cover the Earth" Paints and Varnishes are accepted everywhere as the best that money can buy.

Back of every dealer who displays Sher-Will-Lac this coming season will be a vigorous campaign of consumer advertising. And in addition Free Sample and Cumulative Discount plans that will make regular displays of Sher-Will-Lac worth the while of every aggressive paint and varnish man.

Write for details of this sales building proposition.



Millions of Columbias Are In Use—

Ringing bells,
Protecting bank vaults,
Calling the police,
Ringing fire alarms,
Buzzing buzzers,
Firing blasts,
Running toys,
Calling Pullman porters,
Ringing burglar alarms,
Lighting tents and outbuildings,
Operating telegraphs and telephones,
Furnishing ignition current for gas engines, tractors, motor boats, and quick starting of Ford cars.

Columbia is the fastest selling dry battery on the market. It has the largest turnover. Columbia advertising is nation-wide and persistent. Columbia Quality is always uniformly high. It is the dry battery that makes the most profit for you and brings your customers back for repeat sales.

The big selling season is ahead of you—make sure that you have an ample stock of Columbia No. 6 Cells and the famous "Hot Shot" types. Order through your Jobber specifying Columbia by name.

CANADIAN NATIONAL CARBON CO., LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Columbia Dry Batteries

—they last longer

CT3

144 PAGES OF SEASONABLE HARDWARE INFORMATION

This, the latest issue of "Howland's Bulletin" has been mailed and we hope your copy has reached you. If not, however, and you are in Ontario it will be a pleasure to send one upon request.

In ordering, the "Bulletin" serves as a Guide; suggests seasonable goods that we know will prove dependable, salable articles for the retail hardware merchant. Goods that you can sell with confidence, certain that they will give satisfaction to your customers and bring future business to you.

We take a distinct pride in our Mail Order Service. If you are in need of goods, or merely want information, get in touch with us by mail.

Howland's Bulletin makes it easy to order by mail.

H. S. Howland, Sons & Co. Limited

Toronto

"What I Tell 'em!"

Reg'd 1922
Mr. SMP

By Mr. SMP

All you have to do to make Diamond Ware or Pearl Ware go with a bang is to have a few hard-headed, reason-why selling arguments tucked up your sleeve. Here are some of my selling points for Pearl or Diamond Ware boiled down. This is what I tell 'em about

SMP Diamond or Pearl WARE

1 It's Clean

(a) Just as pure and clean as porcelain or china;

(b) Soap and water will keep it bright;

(c) Dirt cannot cling unseen to its smooth, hard surface;

(d) It cannot absorb grease or odors;

(e) Its surface will not stain or discolor;

(f) It is the most sanitary kitchen-ware made.

2 It is Efficient

(a) For even, perfect cooking, you can't beat Pearl or Diamond Ware;

(b) It heats far quicker and more evenly;

(c) It stays hot and concentrates the heat where it's needed;

(d) It brings out the true food flavor;

(e) Gives food a tender texture.

3 It's Durable

(a) Pearl or Diamond Ware, if properly treated, will last a life-time;

(b) Made only of the finest steel and enamel;

(c) Pearl Ware has two coats of SMP enamel, Diamond Ware has three coats of SMP enamel;

(d) Made from open hearth sheet steel;

(e) Alkali in water or food acids cannot injure Pearl or Diamond Ware;

(f) Scraping with a knife cannot harm it;

(g) You can't burn a hole in Pearl or Diamond Ware;

(h) Safe over the hottest stove or in the hottest oven.

4 It is Economical

(a) Diamond or Pearl Ware saves fuel;

(b) Heats more quickly than any other utensils;

(c) Comes to the boil in half the time;

(d) Concentrates the heat where it is needed to do the work;

(e) Enamel holds heat in;

(f) Saves waste of money in special cleansers;

(g) Will give longer, steadier service;

(h) Brings out the true food flavors from even the cheapest foods;

(i) Saves left-overs without waste, taint, discoloration or loss of flavor;

(j) Saves your time by cooking foods quicker.

5 It is Beautiful

(a) Pretty and attractive in color;

(b) It helps to make a kitchen light and cheerful;

(c) It is more pleasant to work with;

(d) It is a pleasure to cook with such pretty ware;

(e) It is a pleasure to keep such pretty ware clean.

NOTE

We have a few extra copies of this ad. for retail salesmen and jobbers' travellers who want ammunition to really sell Pearl Ware and Diamond Ware.

SHIPMENTS MADE PROMPTLY

SMP QUALITY TRADE MARK

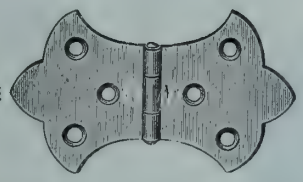
THE SHEET METAL PRODUCTS Co OF CANADA LIMITED

MONTREAL TORONTO WINNIPEG
EDMONTON VANCOUVER CALGARY

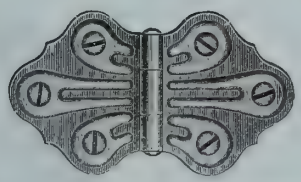
SMP QUALITY TRADE MARK

A Double Offering

that will help



to



"Clover Leaf" Pattern No. 1490 **"Butterfly" Pattern No. 1431**

Double Your Sales

THE two hinges illustrated here are unequalled for "style" and "beauty," and have an enviable reputation in all selling campaigns. They have stood the test of time and you can sell them with confidence of customer satisfaction.

HINGES are articles that are constantly asked for; "Butterfly" and "Clover Leaf" will both be found profitable. The coming season promises to be one of briskness in these lines and you will be sure to receive many requests for hinges—when you do, be sure you offer "Butterfly" and "Clover Leaf."

Canada Steel Goods Co., Limited

Hamilton - - Canada

CANADA
FOUNDRIES & FORGINGS
LIMITED

IF AXES ADVANCE

Remember SMART said Buy Your 444's Now

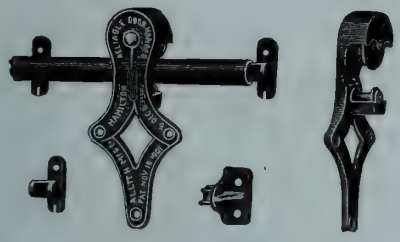
JAMES SMART PLANT

BROCKVILLE, CANADA

St. John Montreal Toronto Winnipeg Vancouver

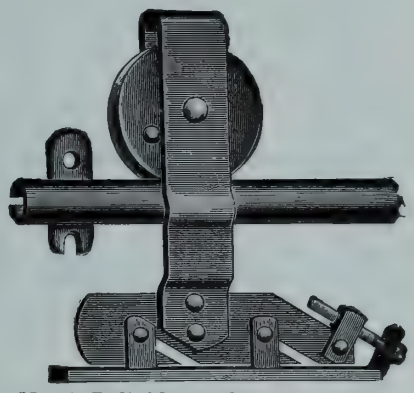
QUALITY HARDWARE

A Real Line of DOOR HANGERS for Every Dealer



Reliable Hangers—Made in three sizes—Nos. 1, 2 and 3.

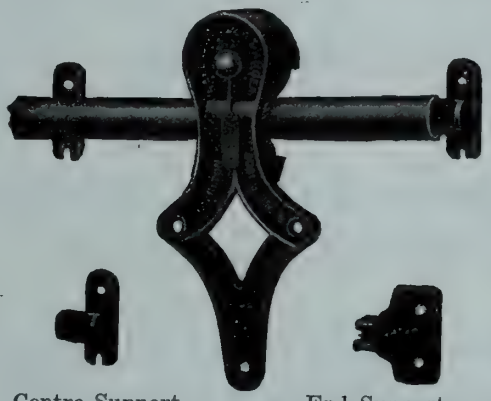
Nos. 1917 and 1918 Round Trolley Hangers — No. 1917 with plain hasp, and No. 1918 with flush-hinged hasp.



No. 9 Reliable Parlor Door Hangers—Put up in single and double sets.

LOOK If you did not get one of our "Quality Hardware" Catalogues while attending the Convention, write us; we have one waiting for you, illustrating our complete line of Hinges, Door Hangers and Hardware Specialties.

No. 42 Flat Track Hanger, with adjustable hasp.



Centre Support End Support

Side View

THE "RELIABLE"

Especially adapted for factory doors. Made in sizes 1, 2 and 3. It sticks to the track, never binds.

Slater Specialties Sell Themselves. - Don't Stay Long on Dealers' Shelves.

MANUFACTURED BY

N. Slater Company, Limited,

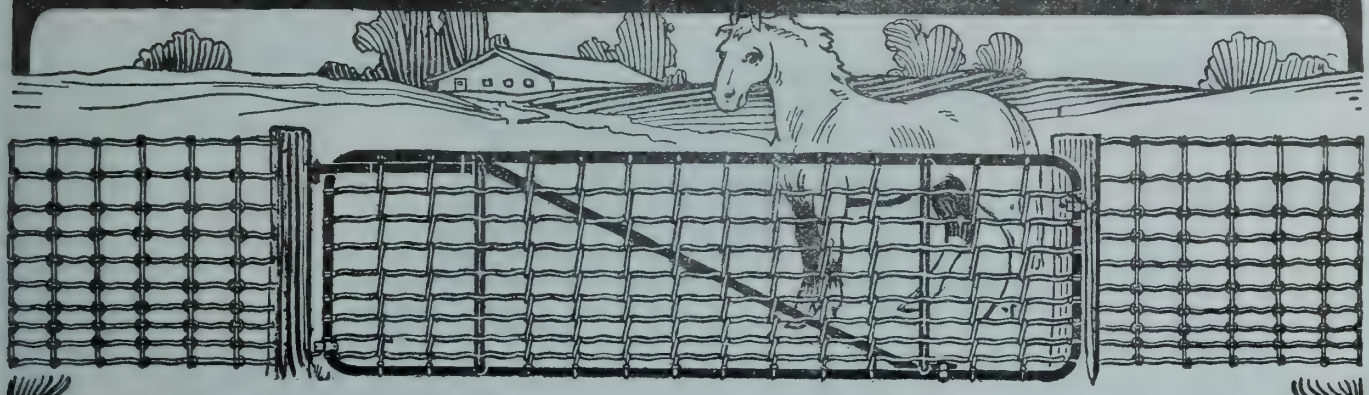
HAMILTON, CANADA.

We have begun shipments of our new Model "C" Valet AutoStrop Razor, which retails at $1.00, and hope to have a quantity in every dealer's hands by March 15th. We are behind in our shipments at the present time, but are working overtime, and hope to catch up with orders shortly. It is the best value on the Razor market and will help you get your share of the business of 2,550,000 prospects.

This Razor is sure to go with a rush. Orders will be filled in rotation as received. Send in orders or repeats to your jobber promptly. Your price (in one shipment): Less than 1 dozen, $9.00 per dozen,--3 dozen, $8.10 per dozen--12 dozen, $7.70 per dozen.

AutoStrop Safety Razor Co. Ltd.
AutoStrop Building
TORONTO

Build Up a Profitable Fence Business!



THE reduction in the prices of Peerless Fence announced recently appeals to the farmer. He has neglected his fences during the last few seasons, waiting for lower prices. With to-day's prices you can sell Fence to the farmer who has been holding off for this reduction.

Peerless Fence prices are on the same level as bar iron. In one case you get a finished product heavily galvanized, in the other simply raw material. Weigh up a roll of Peerless Fence and figure out the price per pound and you will realize that the farmer cannot afford not to buy fence this season. When you can sell quality fence at the price of rough iron you surely are giving the farmer his money's worth.

Peerless Long Span Gates are down in price too. Like Peerless Fences they are built to last—braced like a steel bridge—can't sag or twist—a thousand times better than ordinary gates. Your customers will appreciate the difference.

You should have stock to fill the farmer's orders when he is in town ready to take his fence home. Write for our proposition to Dealers.

BANWELL-HOXIE WIRE FENCE COMPANY, Limited

HAMILTON, Ontario **WINNIPEG, Manitoba**

PEERLESS FENCES

Stand Every Test

There's a *Tycos* or *Taylor* Thermometer for every purpose

THERE'S a prospect in every home, office and shop for a *Tycos* Indoor, Outdoor, Fever, Bath, Candy, or Oven Thermometer.

Advertised by daily reports in all newspapers, discussed wherever people meet, the weather is an all-absorbing topic.

People want to know and naturally they turn to *Tycos* Barometers and Thermometers.

Properly displayed, the people come to you to buy.

Our sales helps help.

Our new catalog showing latest styles and new prices will interest you. Send for it.

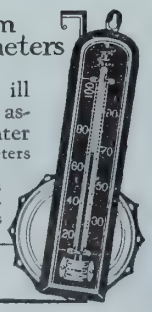
Taylor Instrument Companies

110-112 Church St. **Toronto, Ont.**

D-8

Tycos Room Thermometers

Stand between you and ill health; help you save coal; assure comfort throughout winter months. One of many thermometers—oven, candy, bath, fever—made by world's largest manufacturers of temperature instuments. Booklet telling right home temperatures free.



Taylor Instrument Companies
T-191—Toronto, Ont.

BOLTS

NUTS, WASHERS, RIVETS

OF EVERY DESCRIPTION

Machine Bolts
Stove Bolts
Carriage Bolts
Plow Bolts
Blank Bolts

End Spring Bolts
Stud Bolts
Bridge Bolts
Cant Dog Bolts
Coupling Bolts

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

Now for Some High Tension Selling!

All over your district there are fences that should have been renewed long ago.

Farmers know well they should be renewed — and they *intend* to renew them—and they *will* renew this year if—

—if you and ourselves get after them strong.

How are they to know they need wait no longer for Frost Fence prices within their reach, unless we do some high tension selling! For our own part we are advertising the great Frost values far and wide and are spending thousands of dollars on our faith in big fence business this season!

The more you boost Frost Fence right now—before the farmer gets busy in the fields—the more you will sell. Right now is the strategic moment for high tension selling.

When you see the farmer come through your door why not speak to him about Frost Fence. Tell him about the famous Frost Holdtight lock, and the many other Frost superiorities. Sell him Frost Fence and its performance will win his good will for your store. Frost fence will stand up longer and save him more money than any other Fence!

Frost Fence

FROST STEEL AND WIRE CO., LIMITED

Hamilton - Canada

Manufacturers of: Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies.
Write for Catalog.

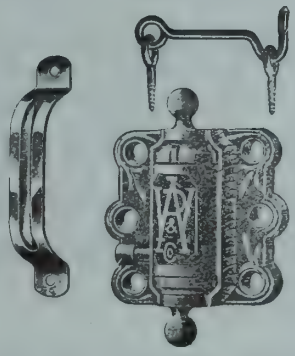
"T. F." SPRING HINGES

BRING INCREASED SPRING BUSINESS

—BUILD
—BUY
—WORK
—ITS IN THE AIR

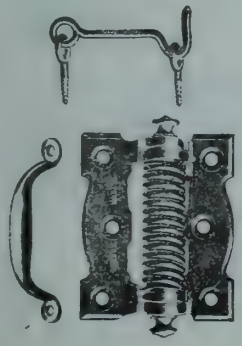
FINISH
Japanned
Antique Copper
Bronze plated
Dull brass plated

—Stock Up and you'll get the business



SCREEN DOOR SETS
Consisting of one pair Hinges with screws, stamp steel pull with screws, one 2½ inch Hook and Eye.

OUR CATALOGUE
Lists full stocks of all types hinges, latches, door springs, etc.



Packed one set
Box and case
1/3 gross set

GET YOUR ORDERS IN EARLY—PRESENT INDICATIONS POINT TO A BIG DEMAND.

TAYLOR-FORBES COMPANY

Head Office and Works

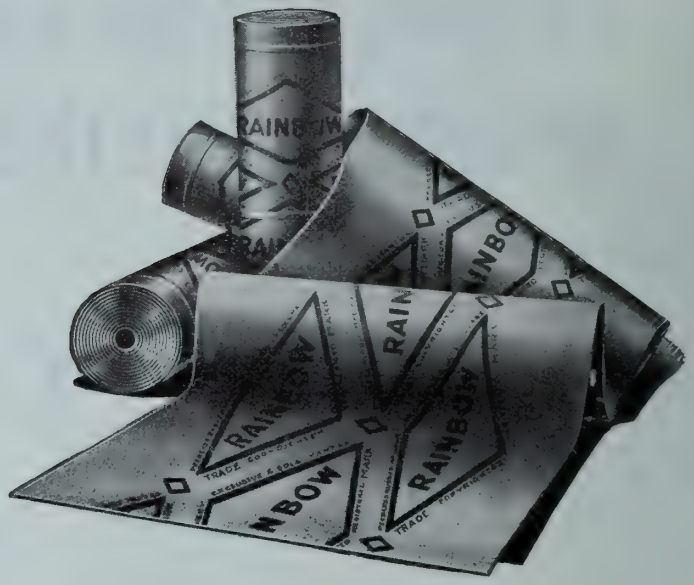
GUELPH, ONT.

TORONTO MONTREAL VANCOUVER

QUEBEC, ST. JOHN, HALIFAX, WINNIPEG, REGINA, CALGARY

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Confidence In RAINBOW PACKING



For over thirty years, Rainbow Red Sheet Packing has justified the confidence of steam engineers everywhere.

They know from experience that a gasket cut from packing bearing the diamond-shaped Rainbow trade mark is their best guarantee of a permanently packed flange.

There's a Rainbow Packing, made in Canada, for every mechanical use.

Your jobber can assist you in ordering a suitable stock to assure your share of the Rainbow trade.

Dominion Rubber System

Service Branches:

Halifax	Montreal	Hamilton	Kitchener	Winnipeg	Saskatoon	Lethbridge
St. John	Ottawa	London	North Bay	Brandon	Edmonton	Vancouver
Quebec	Toronto	Windsor	Fort William	Regina	Calgary	Victoria

IMPERIAL
Floor Dressing

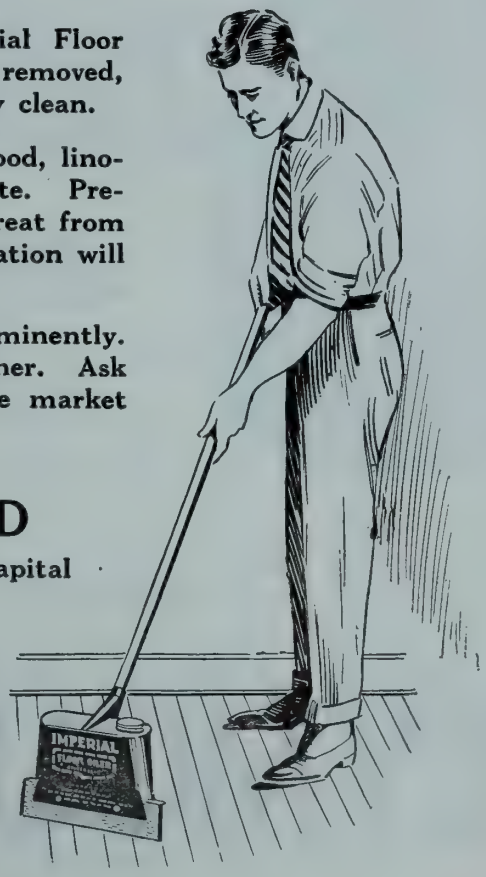
Get the dust with the dirt-

You can't *eliminate* dust entirely, but you *can control* it. Imperial Floor Dressing will keep it where it belongs—on the floor—not floating around to settle on shelves, counters or merchandise.

By holding the dust to the floor with Imperial Floor Dressing, it is easily swept up and completely removed, thereby keeping your store bright and spotlessly clean.

Imperial Floor Dressing cleans and preserves wood, linoleum or oil cloth. It does not gum or evaporate. Prevents checking and cracking. One gallon will treat from 500 to 700 feet of floor surface, and one application will last for weeks.

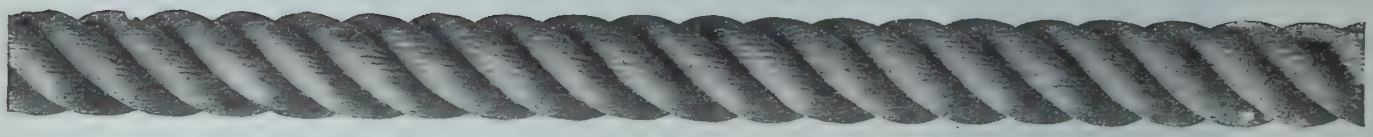
Use Imperial Floor Dressing and display it prominently. You will find both profitable. One sells the other. Ask the Imperial Oil Salesman to explain the large market there is for this product in your territory.



IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.



Rope Buyers—
It Pays to Handle the Best

Place your Spring order now with your Jobbing Traveler, and say you *must have Plymouth.*

Every wholesale dealer in Canada can supply you with the well-known Plymouth "Ship Brand."

Plymouth Rope will invariably give your customers a little more service than they reasonably expect. It has been doing this for nearly a hundred years; that is why the Plymouth Cordage Company is the largest cordage plant in the world to-day.

The most popular rope sizes for spring shipment are ¼", ½", and ⅞" diameter

Plymouth Cordage Company
NORTH PLYMOUTH, MASS. WELLAND, CANADA

Independent Cordage Co., Limited
TORONTO, CANADA Canadian Sales Agent

PLYMOUTH TRADE MARK 1824

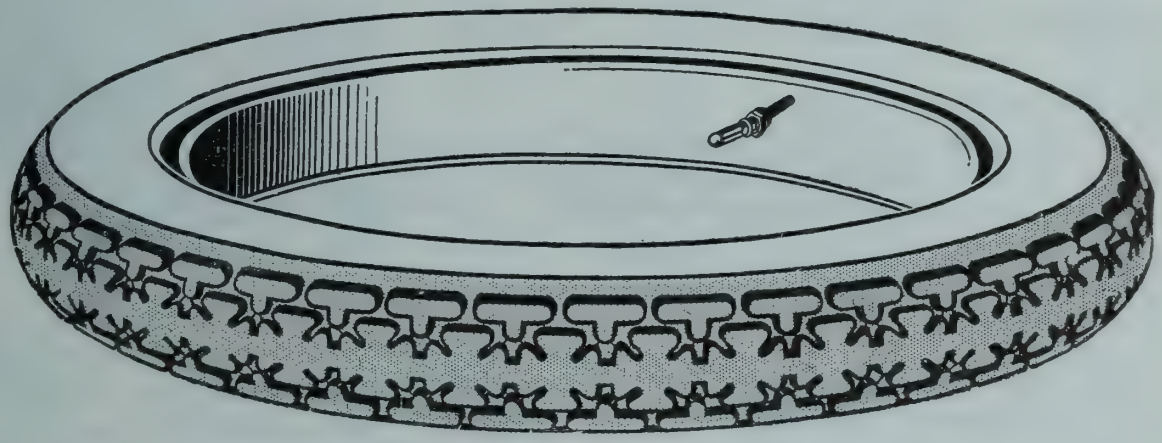
5-65

PLYMOUTH *The Rope You Can Trust*

"Tire Sales Are Improving"

Thus speak the Hardware Men who are specializing on "Gutta Perchas." The unparalleled endurance of

"Gutta Percha"



Tires

has placed them in the niche of fame. For mileage, satisfaction and the gratitude of your customers, always sell—and use—"Gutta Percha" Tires—CORD and FABRIC.

"Quality all Through"

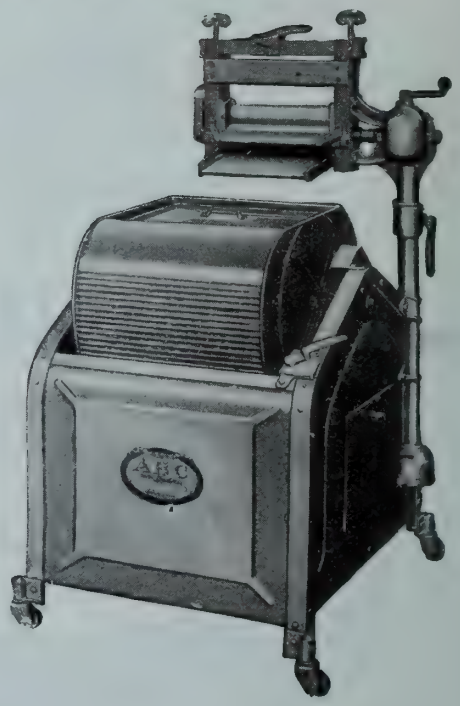
GUTTA PERCHA & RUBBER LIMITED

HEAD OFFICES AND FACTORY, TORONTO.
Branches in all Leading Cities of Canada

A B C
OSCILLATOR

Retail Price $135

(Except British Columbia and the Maritimes.)



The Washer that Thousands Await!

Dealers allowed a FULL Profit!

Think of all the people in your locality whom you could interest in this A B C Oscillator at $135! Never before has a washer of this type, bearing a famous maker's name, been sold at so remarkably low a price!

This latest addition to the A B C line of washers and ironers is a washer of full-size six-sheet capacity with *heavy tin-lined copper tub.* It has a heavy angle-iron frame, a quiet springless mechanism and a *galvanized* iron cabinet which safely encloses all moving parts, yet permits free access to them.

It is now easier than ever for a dealer to concentrate his efforts upon A B C's. For he has an A B C for every purpose and every purse.

The other A B C's are the "Alco" (dolly-type) washers — single or double-tub models, electric or power-driven; A B C "Super Electric" washers, semi-cabinet or full-cabinet models with galvanized or copper tubs; A B C electric ironers; equipped to be operated by any model A B C electric washer or independently motored, as desired.

Exclusive dealerships; hearty co-operation; liberal discounts. Write for the A B C proposition to-day! Address any of the undersigned.

C. D. Henderson, Canadian Representative, Box No. 123, Brantford, Ont.

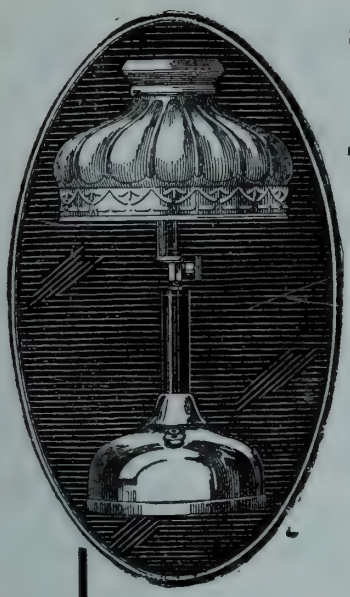
WHOLESALE DISTRIBUTORS:

Maritime Provinces	Alberta	Saskatchewan	Ontario	Quebec
Blackadar & Stevens, Roy Building, Halifax, N.S.	Cunningham Electric Co., Ltd., Calgary	Sun Electrical Supply, Ltd., Regina	Masco Co., Ltd., 78 Richmond St., Toronto	Dawson & Co., Ltd., 148 McGill St., Montreal

Altorfer Bros. Company,

Pioneer and Leading Makers of Washers and Ironers

PEORIA, ILLINOIS



Style C Q 329

THE SUNSHINE OF THE NIGHT —DEFIES THE ELEMENTS

" —a thunderstorm is raging as I write. All lights in town are out, but our store is brilliantly lighted with Coleman Lamps—the Sunshine of the Night" —extract from letter received from a dealer.

INDEED it's the Light they Give that Sells 'em and turns in splendid profit to Coleman Quick-Lite Merchants in all parts of Canada. Are you getting your share of the profits?

Coleman Quick-Lite
Lamps and Lanterns

Made in Canada

Popular everywhere! Easy to use! Economical—less than old style coal oil, or kerosene lamps and lanterns. Give twenty times more light. Can't spill fuel or explode, even if tipped over and rolled around. Attractive in appearance—made of brass, triple-nickeled and highly polished.

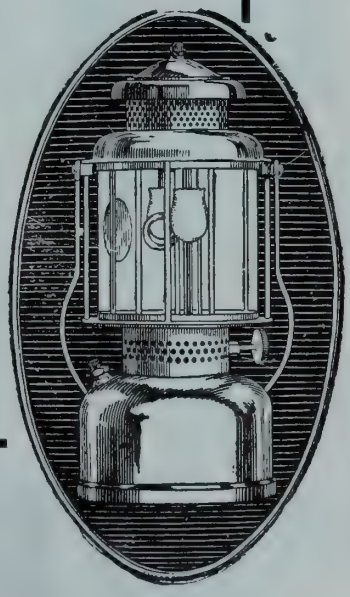
"We are pleased to Sell them"—

writes another dealer. You will, too. So decide to-day to cash-in on this widely advertised line of home and farm necessities.

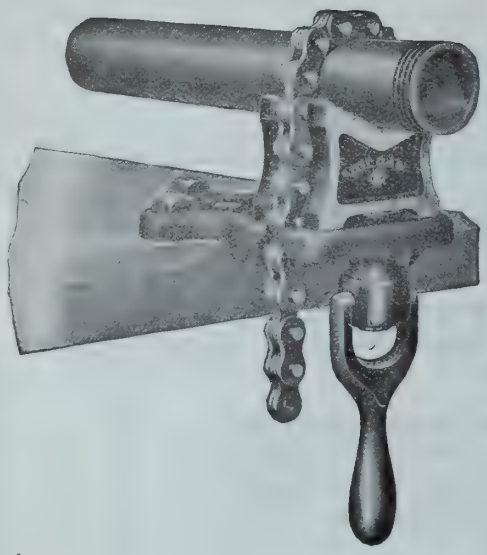
Write for Catalogue, Prices and see how we help you make sales. Address Dept. T-2.

THE COLEMAN LAMP CO., LTD.

QUEEN ST. E. & DAVIES AVE., TORONTO



Style L Q 327



Williams' "Vulcan" Drop-Forged Chain Pipe Vises

WILLIAMS' "Vulcan" Drop-Forged Chain Pipe Vises are compact, easy to adjust, positive in grip, powerful and rapid in action. They are unbreakable as they are made entirely of wrought steel. Attachable anywhere—to bench, post or any handy support.

Williams' Chain Pipe Tools have been *Standard* for nearly half a century—all have behind them Williams' unconditional guarantee of service.

Vises in 3 sizes for ⅛ to 8-in. pipe. Ask for Booklet.

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

30 Thorold Road - St. Catharines, Ontario

Ice Cream Cans

In 4 Sizes in 18-Gauge Steel

These cans are heavily made and are strong enough to stand any amount of rough usage.

Bodies are of 18 Gauge Blued Steel, while covers and bottoms are made of 14 Gauge and heavily tinned to prevent rust. Easy to clean and very sanitary.

They are made to hold one, two, three or five gallons Imperial measure.

Prices and illustrated booklet on request.

The Thos Davidson Mfg Co Limited

Established 1860

Head Office - Montreal

Branches : **Toronto Winnipeg Calgary Vancouver**

DAVIDSON

Standard among file users for over fifty years, our five brands of files bring easy profits to the dealer.

They are known, and they sell themselves.

They are obtained readily from your jobber; we carry large reserves to meet the growing demand.

Our consumer advertising is educating file users to replace worn files promptly.

Specify one of these brands when ordering:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - - Ontario

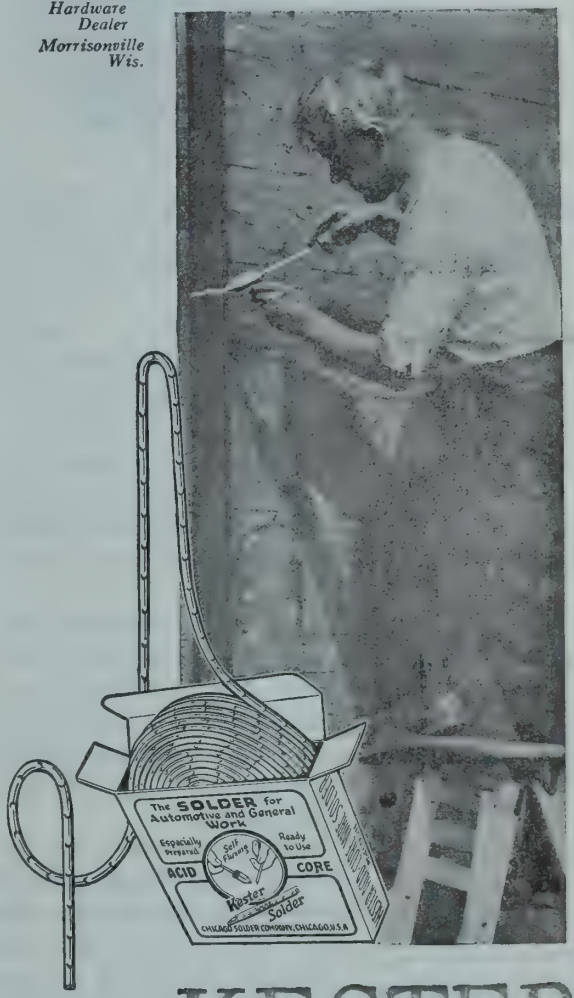
NO ACID POT NEEDED

"In answer to your letter of April 30th, will say I am more than pleased with your Kester Acid Core Wire Solder. It saves having an acid pot sticking around.

"It is the best thing I ever used when up on a ladder soldering eaves spouts, etc.

—Geo. Morrison
Hardware Dealer
Morrisonville Wis.

—because the acid is *inside* that *hollow* Kester Acid Core Wire Solder. It's used everywhere now. Be sure to get your sample spool by using the coupon today.



KESTER
Acid Core WIRE SOLDER

In the illustration above the black spot indicates the flux that fills the inside of the hollow wire solder. Notice the crimps in the solder shown above. They keep the flux from running out except as you wish to use it, and keep the amounts of flux and solder always in proper proportion.

CHICAGO SOLDER COMPANY
4225 Wrightwood Ave., Chicago, Ill.

Please send me the sample spool of Kester Acid Core Solder described in your advertisement, no charges, postage prepaid.

Name .....

Address .....

SAMPLE FREE

Another New Starrett Tool T-Handle Tap Wrench No. 93

An exceptionally handy tool. Although especially designed for holding taps to be turned by hand, it will be found exceedingly convenient for holding drills, reamers, and many other small tools.

You can recommend this new No. 93 T-Handle Tap Wrench absolutely as being up to Starrett standards in every respect—thoroughly practical, dependable and durable.

There will be a big call for this tool. It's a tool that a great many mechanics can profitably use. Made in two sizes to sell at $1.00 and $1.25. Packed one in a box.

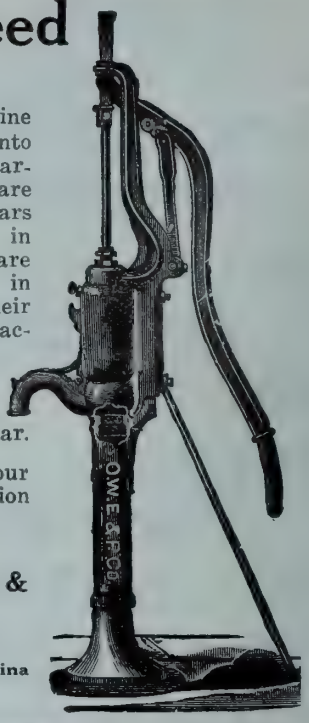
Write for new Supplement to Starrett Catalog No. 22 "MA" Copy sent promptly on request.

The L. S. Starrett Company
THE WORLD'S GREATEST TOOLMAKERS
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

Starrett Tools

42-292

A Pump for Every Need



THE Toronto Pump Line is complete. Toronto Pumps have been on the market for over 35 years—are constantly adding to years of satisfactory service in many lines to-day. They are thoroughly high-grade in every particular. And their prices are specially attractive.

Get bigger profits this year.

Write immediately for our splendid dealer proposition and special pump offer.

Ontario Wind Engine & Pump Co. Ltd.,
Atlantic Ave., Toronto,

Montreal Winnipeg Regina Calgary

ONTARIO WIND ENGINE & PUMP CO. LIMITED
TORONTO PUMPS

Birkett's for Attention

ATTENTION plays almost as important a part as quality, efficiency and service in our plans to give the most effective co-operation possible to the retail hardware merchant.

Your orders sent to us by mail are given just as close attention and prompt execution as though you were personally present in our office.

We frankly solicit your orders by mail; we welcome them, and will be glad at all times, to assist you in obtaining information about any line that will be of service to you. You can always think of Birkett's as attentive.

Thos. Birkett & Son Co.,
LIMITED

Shelf and Heavy Wholesale Hardware
Ottawa, Canada

The Kind Most Specified

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

MORRISON
Plumbing Goods

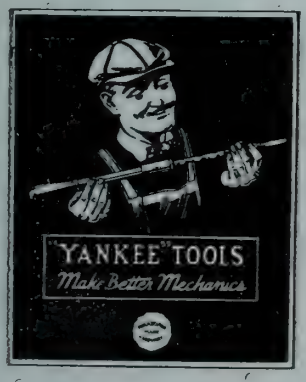
Your customers know Morrison Products by their good reputation and the satisfactory service they give.

In every feature Morrison Products are abreast of the latest improvements in design and manufacture.

It will pay you to use and specify Morrison Products.

James Morrison Brass Mfg. Co.,
93-97 Adelaide St., W.,
Toronto

Did You Get Our Dealer Service?



We are sending free to dealers, some new and very attractive show cards of "YANKEE" Tools, for window trim. If you haven't received yours, write us at once.

They will add to your sales force without increasing your expense. They are silent and convincing salesmen who work 24 hours a day without adding to your salary account. They will greatly increase your "YANKEE" Tool sales without any great effort on your part.

If you haven't yours just return this ad with your name and address stamped on and you'll have it by return parcel post.

NORTH BROS. MFG. CO.

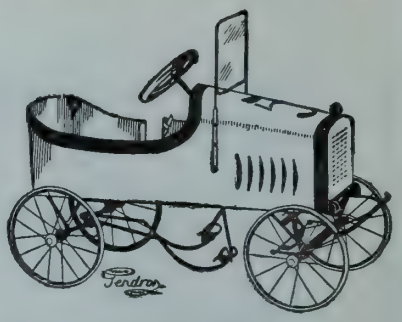
PHILADELPHIA, PA.

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Express Waggons
Automobiles
Toy Barrows & Carts
Velocipedes

GRADE "D" CATALOGUE
contains full line



THE GENDRON MFG. CO. LTD. Toronto, Canada

"JARDINE"

Horseshoeing Foot Vise and Boltheader

Made in Canada

The Foot Vise has tempered, crucible steel anvil, bevelled at one end, square at the other, for square and bevelled calks. The back jaw is self-adjusting to the back of shoe. Jaw 6" wide.

For Bolt Heading

Pressure on the treadle operates a short, stiff arm (not shown in illustration) opposite the pivot of the swinging side of machine. This closes the dies of Bolt Header as firmly as a vise. When pressure is removed from treadle the bolt is free to be taken out to square the head while hot.

We make a full line of Blacksmith's Tools. Why not send for catalogue No. 18.

REGISTERED J TRADE MARK

A. B. Jardine & Co., Ltd.

HESPELER, ONT.

May we quote you on

Monarch Brand WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited

St. John, N. B.
Branch, Montreal

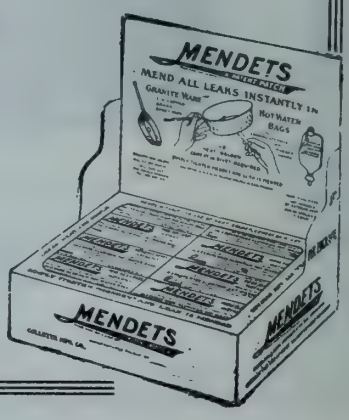
Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

MENDETS
A PATENT PATCH

Quick, Easy, Simple to Use and Good to Sell

Mendets appeal to your customers because they are so simply, easily and quickly applied.

Everybody needs them. You need only to bring them to the customers' attention. The Mendet Display Carton—shown at the right—attracts, interests and sells Mendets. Your enthusiasm and salesmanship will do wonders in increasing and stimulating your sales and profits with Mendets. Put yourself behind Mendets and you will be well repaid.



Collette Mfg. Company, Collingwood, Ontario

STAR HACK SAWS

This is No Time to Carry Excess Stock

In these days of careful buying and selling, wise dealers are cutting down their line to only a few brands of hack saws. Many find that they need no more than the Star Saws to satisfy every customer.

Owing to the early appearance of Star blades upon the market and their large distribution in advance of all other hack saws, they are subject to less selling resistance than other brands.

The leadership enjoyed by Star Hack Saws for 38 years makes this the logical brand for you to push.

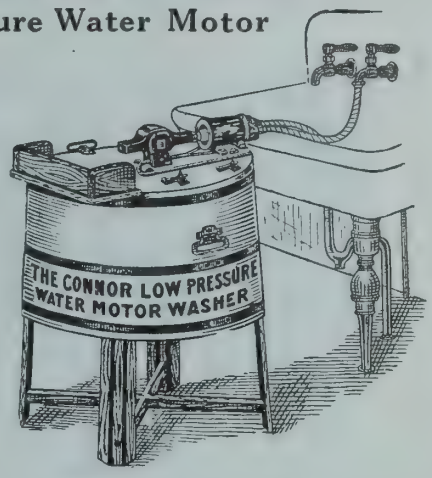
Star Saws are now sold direct from the factory in Middletown, New York, where they have always been manufactured.

CLEMSON BROS., Inc.
Middletown, N.Y.
Makers Since 1883

Canadian Office and Warehouse:
304 Imperial Office Bldg., Hamilton, Ont.

CONNOR'S

Low Pressure Water Motor



If you have not sold Connor's Low Pressure Water Motor Washer you have not realized the possibilities of a real Water Motor Washer.

They give your customers satisfaction and increase your sales of washing machines. Let us send you sample to try out.

J. H. Connor & Son Ltd.
Manufacturers **OTTAWA**

M. X. L. Pumps

The best and most up-to-date line on the market—combine first-class material with expert workmanship.

A *Maxwell* PRODUCT

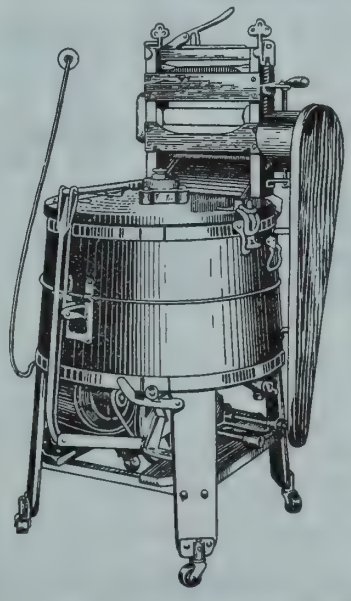
Built for Home and Farm Service. Many styles and sizes to meet varied requirements. Send for catalogue and price list before placing your order for pumps.

Maxwells Limited
St. Marys, Ontario

Representatives
Bissett & Webb
126 Lombard St., Winnipeg
Jas. S. Parkes & Co.
290 St. Paul St. W., Montreal

The ECONOMY Electric

This is a high grade Electric Washer that you can retail at a price that no better machines cost you wholesale. It is the machine with the price that sells.



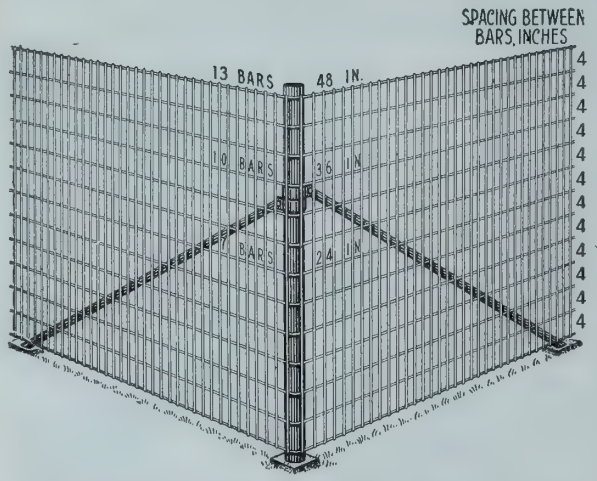
There is nothing cheap about it except the price.

The gearing is all machine cut.

All pulley and gears bored true on a lathe. It runs smooth and practically noiseless.

J. H. Connor & Son Ltd.
Manufacturers **OTTAWA**

Get Plenty of this Fence in Stock



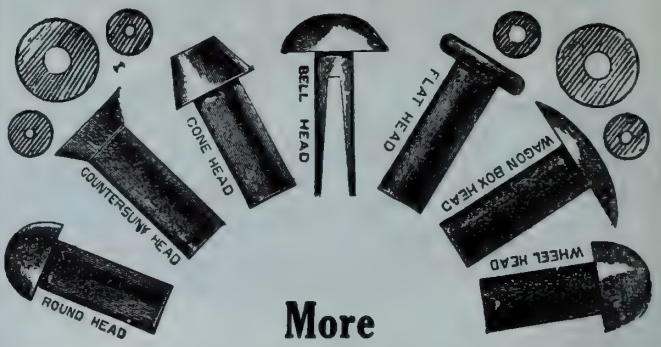
Be Ready for Spring Demands

LUNDY'S ELECTRIC-WELD STEEL FENCE

Gives you the advantage of a favorable price and a service that will make this fence the most popular you ever sold.

Write for information and prices

A. R. LUNDY, 257 King St. West, Toronto



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dixie St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

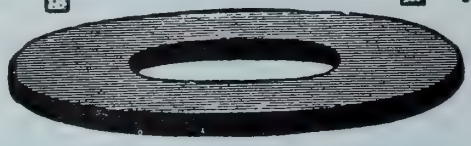
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



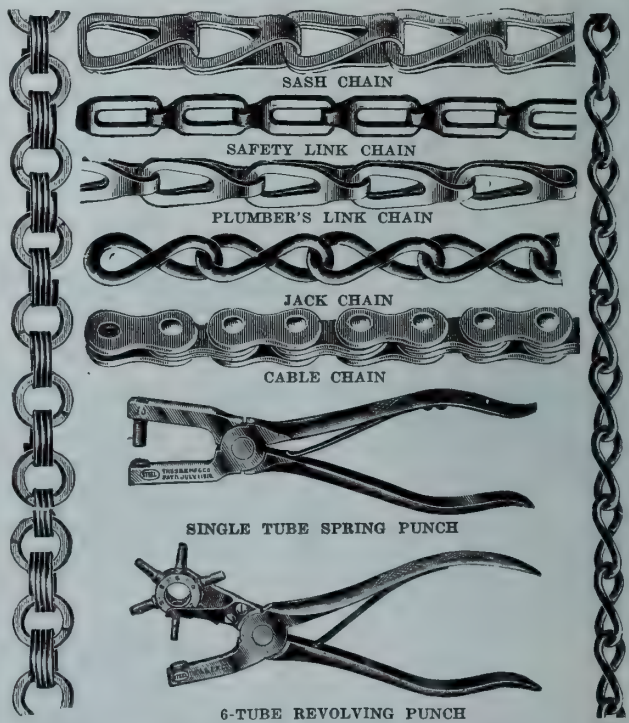
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

Laidlaw's Wire Boys

Their Chat No. 20

Special Tempered Wire

1. "A wire-bound box manufacturer, W. N., had difficulty in getting wire of the proper tensile strength, so he asked us to see what we could do. The outcome was a satisfied, happy customer, who buys a Canadian-made wire now that meets all his needs at a saving of time and money."

"All the Laidlaw people want, B. T., is an opportunity—they do the rest."

"They welcome difficult wire problems."

Laidlaw Bale Tie Co. Ltd.

Hamilton - - Canada

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

LONDON HIGH GRADE

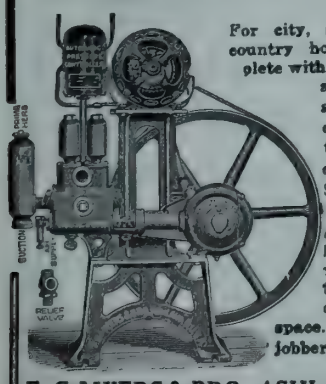
We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers — a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mill Co., Ltd., London, Cgn.

Sales Agents:
Western Canada, Bissett & Webb, Limited, Winnipeg.

BAR IRON

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

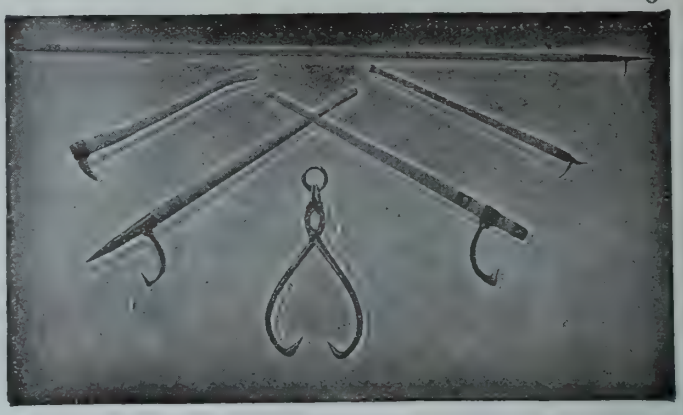
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Pruning Saws for Spring Selling

No. 54 Lance Tooth Pruning Saw

A saw that fills the bill when a good reliable pruning saw is wanted. A saw that satisfies customers and results in repeat sales and brings prestige to your store.

Maple Leaf Saws are the Standard of Canada.

Shurly-Dietrich Co.

LIMITED

GALT - CANADA

Why the Head Engineer Stands by

"Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co *Limited*

Hamilton Canada

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre & "Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

Butler's **FAMOUS SHEFFIELD CUTLERY**

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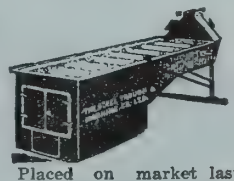

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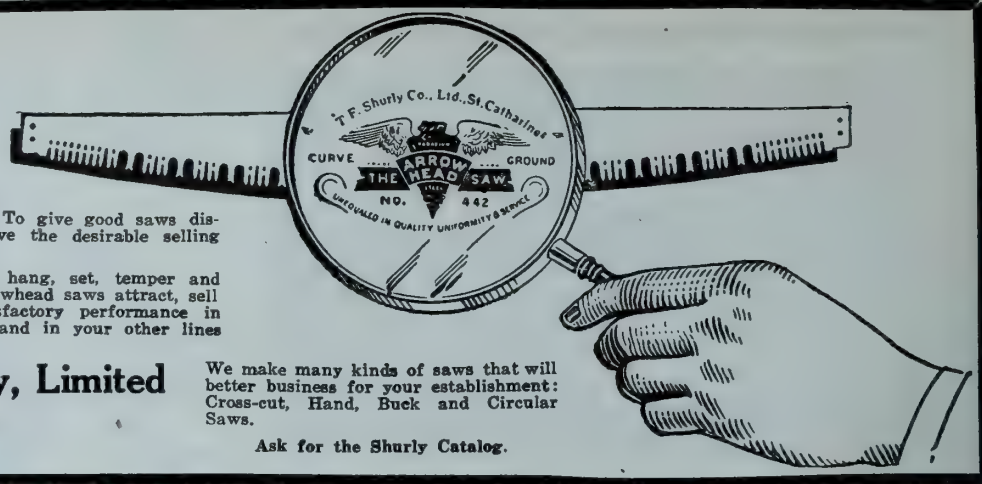

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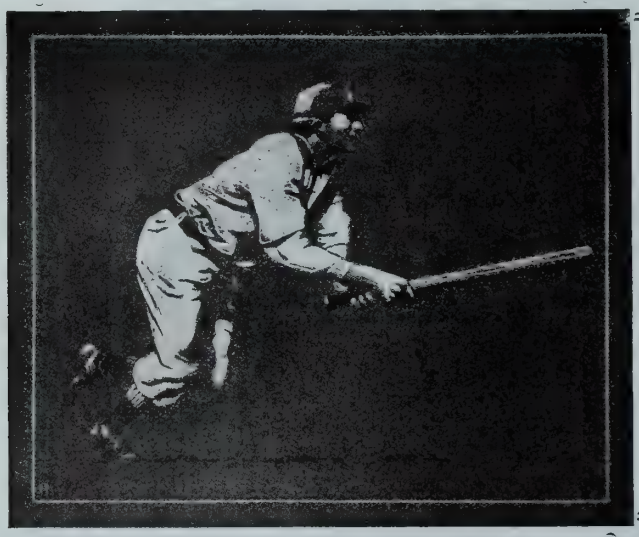

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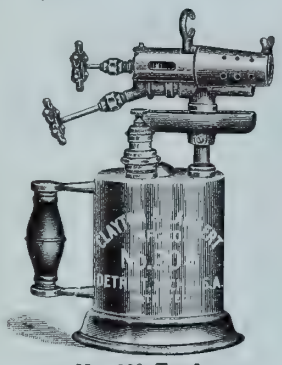

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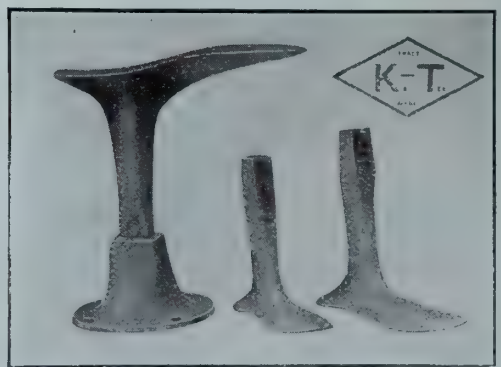

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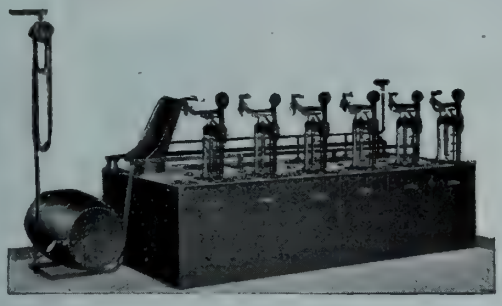

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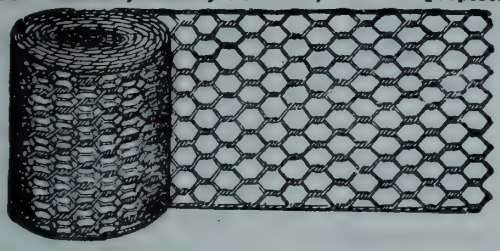

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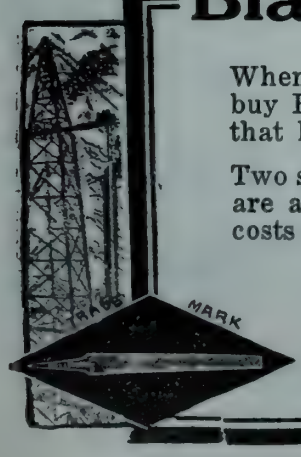

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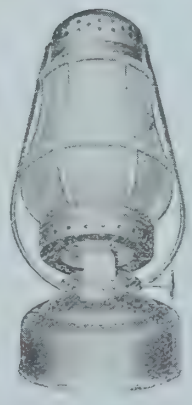
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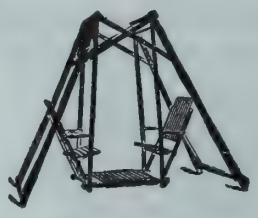

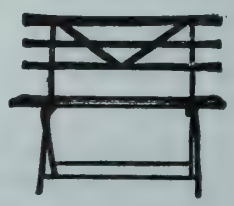

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Your jobber can supply or write direct to

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Bridgeburg, Ont. -:- London, Eng.

Empty Shelves— and a Prediction

WITH inventories completed, retail hardware merchants find their stocks smaller now than at any time in recent years. Merchants have held back on spring bookings and freely admit that present stocks are totally inadequate for "Spring and Summer" trade.

Reports from retailers in all parts of Canada are such that we predict a pronounced buying movement within the next six weeks. We are entering a period of improved but cautious buying activity. Purchases will be considered more carefully, comparisons will be made more freely than heretofore. Merchants are adopting a "convince me" attitude. Unknown houses and unknown products are going by the boards these days. Merchants are not taking chances on buying any lines where there is an element of doubt as to the standing or reliability of the manufacturer or the product.

Merchants are the "choosers" to-day. The question is not one of where can I secure goods? It is a question of "whose line will I stock?" At the moment of decision, the line consistently advertised in Hardware and Metal—all other things being equal—is the one that stands the best chance of acceptance by the merchant. The 34th Annual Spring Buying and Directory Issue of Hardware and Metal, reaching the trade on March 18th, will be studied closely by over 95% of the most important wholesale and retail hardware buyers across Canada from coast to coast. Thousands of feet of empty shelving will be filled up with lines advertised in the 34th Annual Spring Buying and Directory Number. Reservation should be made immediately.

HARDWARE & METAL

Office of Publication

143-153 University Avenue : Toronto, Canada

BRANCHES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV MARCH 11, 1922 No. 10

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. L. Southall, Managing Editor.
B. C. Culley, Associate Editor.
W. C. Dover, Associate Editor.
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R. W. Smith, Montreal Representative.
E. H. Hawkins, Winnipeg Representative.
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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

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The Spring Offer

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BISSELL CARPET SWEEPER CO.
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Niagara Falls, Ont. (Factory), and Grand Rapids, Mich.
Oldest and Largest Sweeper Makers

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV March 11, 1922 No. 10

Retailers' Interests Much Involved

Opening of Parliament This Week Commences Session at Which Strong Objection Will be Launched Against Direct Taxes on Sales or Turnover by Retailers—Features of Present Sales Tax Legislation Which Work Out to Retailer's Detriment—Change Method of Collecting Scale Inspection Fees

By Ottawa Representative of Hardware and Metal

THE SESSION of Parliament which opened on Wednesday of this week will bear constant watching as present indications are that it will be fraught with matters of special interest to the hardware trade. The outstanding feature will be the discussion of the Sales Tax.

Early indications are that retailers generally, including hardware merchants, will offer strenuous opposition to any attempt that may be made to have the government collect taxes direct from retail merchants on their sales or turnover each month. This they claim would be a great injustice to practically every line of retail trade and particularly to hardware merchants and implement dealers.

They point out that to collect a sales tax of one or two per cent. on the sales of barbed wire, binder twine, nails and a large number of other articles upon which there is a very small margin of profit, would be very unfair to the retail dealer, whereas a tax on the sales of some lines of goods where there is a fairly large margin of profit, would not be so bad. However, the cost of collection in either case, if the government should need to have officials chasing around to every village store in Canada, would be enormous.

Retailers Oppose Recommendation

Delegations of manufacturers and others have presented their views to the government and have been urging this system, but a deputation from the Retail Merchants Association of Canada has also waited on the government and pointed out the position the retail dealer would be in. Officers of the Association and other retailers have not been backward in stating their opposition to the manner in which the Act is being administered, and they are now engaged in preparing a number of amendments, having in view the removal of the outstanding objections they have to the Act at the present time. They claim that no system of taxation can be devised which will work out equitably to everybody, but they are adopting the principle that of two evils, the lesser should be chosen. In this case they believe the lesser of the two evils would be that of collecting the tax from the source of supply; that is from the manufacturer and the importer. They recognize that the government must have money to pay the debts created by the war and they fully realize that nearly every channel in which it is possible to apply taxation is already overloaded, and if the Sales Tax proposed will raise the amount required without resting too heavily on any one class in the community it is worth trying out.

Suggested Re-sale Price a Hindrance

There is one unfortunate feature the retailers recognize and that is that on all goods that bear a suggested re-sale price such as certain safety razors, carpet sweepers, and other such lines, the prices on these goods cannot be increased so as to cover the tax, and as the manufacturer and jobber pass the tax on to the retailer, he must absorb it without there being any chance of his adding it to the price of the article.

In this connection, it may be interesting to know that as a result of a large delegation of United States congressmen who visited Canada recently to investigate our Sales Tax system, the President of the United States has endorsed the principle and they are now endeavoring to arrange the details, though the Senate has made some opposition.

Change Collection of Inspection Fees

An attempt will also be made during this session to have a change made in the present system of collecting fees for the inspection of weights and measures. This matter was taken up some time ago but owing to the war it was necessary to suspend action. However, now that the war is over, the matter has been taken up again. An effort is to be made to have the fees abolished and the money necessary for carrying on the department paid out of the funds of the treasury.

An endeavor is also being made to secure for the members of the Automobile Section a refund of the money taken from them when the Luxury Tax was removed, which amounts to approximately one million dollars, and which they consider the government is not justified in holding.

Extend Gold and Silver Marking Act

Steps are also to be taken by the retail merchants to secure, if possible, an extension of the working of the present Gold and Silver Marking Act so as to include, in the duties of inspection, that of prosecuting all false advertisers.

In addition, every effort will be made to have the present Act respecting the Marking of Goods With the Country of Origin, wiped out entirely. This Act has been suspended until the end of the present session of Parliament.

The difficulties brought about by the enforcement of the Marking Act have been fully outlined in previous issues of Hardware and Metal. It is fully expected that the government will follow out the requests made by importers and others and suspend the operation of this Act or amend it drastically so as to be less of a strain upon the business relations between Canada and manufacturers of other countries.

The first session of the fourteenth Parliament of Canada will deal with many problems of direct interest to business men, among which is the indefinite state of certain rulings made by the last Parliament concerning the status of retailers and manufacturers for taxation. This, to retailers, is one of the most important items to be considered and an early ruling is hoped for which will set at rest those who at present do not know to what category they belong.

Need for Quick Turnover of Hardware

Standardization and Concentration of Selling Energy in Hardware Trade Outlined at Course for Retailers—Accumulate Merchandise in Periods of Inflation but Dollars in Deflation Periods—In Difficult Times Dollars Must do More Work, Profit Percentages Should Not Be Increased

AT THE SERIES of lectures delivered in Winnipeg this week by authorities on various topics, many points of interest and value to retail merchants throughout Canada have been brought out. The representative of Hardware and Metal has summarized a number of the important points in the following report.

The consumer must not be asked to pay larger profits to the merchant and retailer just because the latter, through neglect to make his dollars work harder believes the only way for him to remain in business is to add to his percentage of profit, said H. P. Sheets, of Argos, Ind., secretary-treasurer of the National Retail Hardware association, in the course of an address on "The Necessity of Quick Turnover in Business."

Mr. Sheets, with the aid of a chart showing the inflations and deflations in business for the last fifty years or so, showed how those periods occurred at regular intervals. Periods of inflation were always offset by periods of deflation. During the periods of inflation, merchandise should be accumulated, while during deflation periods, dollars should be accumulated. Buying and selling must be kept going, and at certain times and under given conditions the merchants must work harder themselves, and they must also make their dollars work harder, that is, they must attend to quicker and more often repeated turnovers.

It sometimes happens, said Mr. Sheets that a merchant, when things were not going just as he might wish, believes the only means by which he can remain in business is by making the consumer, his customers, pay an increased profit. There was no justification for such a course. The merchant's duty was to see that his dollars were made to work more, to increase his turnover.

Guides to Merchants

Many things must be considered and studied by the merchant if he wished to succeed in business. He must study the movement of his goods by keeping proper records, must avoid over-buying and duplicating his stocks, must not be influenced by friendship for a salesman into purchasing goods he did not require. The merchant should be in a position to know what he actually does require in the matter of stock, by a study of his community. Duplication of certain lines sometimes simply to prevent a competitor from getting hold of a line other than the one generally handled, must be avoided. Another cause of the difficulties certain merchants found themselves in was often the failure to standardize their lines and concentrate upon them.

Mr. Sheets dwelt particularly on the necessity of quick turnover, showing by actual figures how, the dollars would "do more work," by disposing of stock instead of holding it and adding to it when it was unnecessary. The present new conditions called for most careful merchandising, and it was lack of such care and attention to the details of business which caused the failure of so many. Sluggish dollars must be made into active dollars, concluded Mr. Sheets.

POINTERS FOR RETAILERS

Consumers should not be asked to pay larger profits, but retailer's dollars should be made to work harder in these times.

Should study movement of goods and keep proper records to prevent duplication and over-buying.

Failure to standardize lines and concentrate selling energy is a common difficulty.

Importance of store arrangement and advantage of a Spring clean-up and paint-up for all stores outlined.

Use of community halls, rest rooms, and other agencies to encourage common interests suggested as effective offset to mail order inroads.

Remodelling the Store

At the same session Robert C. Line, of Columbus, Mont., spoke on "Remodelling Your Store," pointing out the necessity of making the country store as attractive as possible in order to draw the necessary amount of business.

In dealing with the matter of remodelling stores, Mr. Line emphasized the importance of the attractive physical appearance of the country store. He fully explained, using a number of diagrams and drawings on the blackboard to illustrate his lecture, how the length, breadth and height of the front of a store, and the manner in which the exterior and approaches to the building were arranged, were outstanding features in attracting business. The proper lighting, not only of the showroom or principal room of the store, but also of the show windows and frontage of the store, was worthy of most serious consideration and attention of the country merchant. Attractive, not necessarily expensive, fixtures, showcases where goods can be displayed to proper advantage, should be erected in the store. The lecturer urged all storekeepers to "clean up and paint up" as often as possible to make their place of business look as "spick and span" as possible. Mr. Line dwelt to some extent upon the importance of the proper display of long profit goods and new goods, and also spoke of the necessity of attentive and careful service by either the owners or the staff of the store.

Advertising

What is advertising, how to advertise, what advertising does for the retail merchant, and how a proper advertising campaign should be conducted, were the principal subjects dealt with by Mr. Dunlop. Advertising, he said, was no more nor less than salesmanship. There were many ways to advertise, the billboard, the newspaper, the circular, the poster, the window display, the circular letter, the personal letter and by word of mouth. All advertising, said Mr. Dunlop, was intended to create good-will for the product of service advertised. He then dealt fairly fully with the various methods of advertising. To succeed in his advertising, the merchant must not only know his own goods, but must also know their manufacture and composition and their application to the needs of his customers. In his advertising copy he must tell a story which is closely linked with the customer's everyday life.

Mr. Dunlop went over the various phases which constitute good advertising. Any advertising must be conducted along a proper campaign basis, otherwise the merchant can never get his money's worth out of his advertising.

The writing of advertising copy was also fully explained by the lecturer, and in conclusion he explained the use and advantages of the Dealer Service Bulletin, of which copies were distributed to all those in the hall.

Community Hal's

Community halls and rest rooms, in the towns and villages of Canada, are a prime necessity, if the population and capital of the rural districts are to be built up instead of being retarded as at present, said Alex. Karr, of Fargo, N.D., an expert on community problems, in a brief talk to retail merchants.

Mail order houses are among the prime factors which are sending the small merchant to the wall, declared Mr.

Continued on page 45

Decimal System for Small Hardware

Hardware Merchants Recommend That All Shipments Contain Either the Original or Duplicate Priced Order Sheet—Bills Should be Paid Promptly and Goods Not Returned Without Shipper's Permission—Disapprove St. Lawrence River Widening Scheme

AMONG THE resolutions adopted at the recent convention of New York State hardware merchants, at Rochester, were a number of interest to Canadian hardwaremen. These are enumerated as follows:—

1. Recommendation "that all shipments of goods contain either the original invoice or else a duplicate priced order sheet, and be plainly marked."

2. Adoption of a code of business ethics stating:

(a) "It is not within the wholesaler's function to quote prices to consumers. All sales to consumers should be made through the legitimate retail merchant.

(b) "Hardware jobbers should not sell to merchants not engaged in the retail hardware business merchandise not intended for regular re-sale purposes.

(c) "Price reductions by manufacturers should be promptly passed to the retail merchant and by him to the public.

(d) "Cash discounts should be taken only within the specified or agreed time.

(e) "Bills should be paid promptly according to specified terms. In no case is the retail merchant justified in delaying his remittance for a longer period, except by special agreement, in which case he should be willing to pay a legitimate interest charge for the accommodation.

(f) "Merchandise shipped on regular order should not be returned without permission from the seller. Such permission should not be requested after the lapse of a reasonable period, and in no case should such return shipment be made 'freight collect.'

(g) "The retailer should accept railroad responsibility for goods delivered by the shipper to the railroad in good order. Deductions should not be made from the invoice to cover damage for which the shipper is not responsible.

(h) "Buyers should not violate the confidence of prospective sellers by divulging price quotations."

3. Disapproval of any action to widen or deepen the St. Lawrence River for use as a ship canal, because the present barge canal across New York State is alleged to serve the same purpose.

4. Indorsement of the "Save the Surface Campaign."

5. Opposition to any "special class legislation in any laws affecting business or commercial propositions."

6. Approval of the decimal system of packing and pricing the small articles of hardware as an aid to uniform selling lists.

7. Definition of "hardware dealer" as "one who has a store or place of business and carries a stock principally of hardware."

8. Disapproval of any commercial transactions being done on the Sabbath.

The washing machine is an important accessory for the Spring housecleaning and now is the time when many of the labor saving arguments applied to washing machines can be used to best advantage. With the approach of warmer weather the electric range also offers outstanding advantages of efficient cooking with minimum heating of the kitchen. For the days immediately following the letting out of the furnace portable heaters are useful. In connection with the Spring cleaning the housewife is in a receptive mood for suggestions that she instal a new set of kitchen utensils. Note how the various lines are grouped in this store display to good advantage.

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, MARCH 11, 1922

THE DEATH OF Senator Milne, President of Burrow, Stewart & Milne, Hamilton, Ont., recalls to mind the number of prominent personages who have had their early training in various branches of the iron and steel industry, many of whom have recently died. In most cases these captains of industry have commenced their careers as iron molders, a trade which requires not only skill, but intelligence and patience. No doubt this early training has constituted the foundation upon which men like Senator Milne have built outstanding careers.

Improvement in Iron and Steel

DISCUSSING iron and steel market conditions with Hardware and Metal recently, Robert Hobson, president, The Steel Company of Canada, Ltd., Hamilton, Ont., pointed out that the standing of the steel stocks was a good barometer of what was likely to develop later in the industry. In this connection it is noteworthy that following an advance in the price of steel by a United States independent mill this week, a better tone was immediately reflected in the steel stocks. This is the first real increase in steel prices which has occurred since 1920, and may therefore be significant. It is hardly likely that these mills have become booked up for some time ahead and then raised the price, as is common practice in ordinary times, because there is yet small volume of business to be had and the tendency has been in the other direction, namely, close competition on prices to secure bookings.

On the other hand, it is known that many iron and steel products have been produced for some time at prices which do little more than cover the producers' cost. Bar iron and steel for instance are back to levels which have not been touched since early in 1916, and producers' costs to-day are much higher than they were at that time. It is therefore apparent that some upturn might be expected. Inventories have been fairly well written off by the mills in both Canada and the United States and production is at about 55 per cent. of capacity.

The wider variation of products being fabricated by the mills recently is taken as a good sign that current requirements are being met and that consumers are well cleaned out of stock. This development has caused some unsettlement of prices and it is possible that a considerable volume of new business is awaiting the stabilization of prices. Buying is still largely for current requirements except in sheets and in pig iron, in which some buying for second quarter delivery is taking place. It is noteworthy that increased buying is being done by automobile and implement manufacturers as well as a number of other representative industries, indicating some improvement of conditions in other fields.

Sane Legislation Wanted

THE SESSION of Parliament which opened this week promises to be a most important one from the standpoint of business men of Canada. The problems of the readjustment period have not all been solved yet by any means. The last two sessions have seen radical revisions in the system of taxation, and many half nurtured schemes put into effect without due consideration. Even yet business is suffering to some extent from the indefinite manner in which many important problems have been dealt with, e.g., the lack of a definite ruling as to what constitutes a retailer and a manufacturer for taxation purposes, the correction of inequalities brought about by the now extinct Luxury Tax, etc. It remains to be seen what steps the new Parliament will take to raise much needed revenue to make up for curtailed receipts from sources which formerly provided the bulk of necessary funds. No taxation is favorable, but with the progress which has been made already, in the establishment of a Sales Tax and the elimination of Business Profits Tax, there should be little difficulty meeting the situation with a minimum of disturbance to business.

Taxation is not the only large question for the new Parliament, however, for as the world settles down to business and as channels for world trade again become opened up Canada must take active steps to secure for her products a place in the foreign markets. Export trade has been described by one hardware manufacturer as the "safety valve" of Canadian industry. It is the knowledge that there are other markets available to supplement the domestic trade, that enables manufacturers to conduct operations on a full time basis throughout the year irrespective of minor fluctuations of sentiment, and only on this basis can business develop with confidence and growing volume. This development of export connections calls for investigation and the providing of authoritative advice by governmental representatives on conditions in the world's markets and methods for securing a share of foreign trade.

Then, too, Canada's position will be gauged largely by the apparent ability of its administrators to intelligently direct the affairs of the country. Big business cannot be conducted without sound business principles, hence a prominent United States financial authority recently stated that the manner in which Canada dealt with its involved railway problem would have a big influence on the ability of this country to secure necessary credits abroad, without which foreign trade, and, to a large extent, domestic trade, is hampered.

It is, therefore, evident that the new Parliament has multifarious problems of an involved nature on its hands. Retail merchants and other business men of Canada stand ready to lend counsel whenever required to assist in an intelligent solution of these problems, and it is hoped that this counsel will be taken advantage of before the machinery of business is thrown out of gear as has happened on some previous occasions.

* * * *

For some years past the principle has been laid down that business success or failure was largely personal—in other words that the individual himself was chiefly responsible for failure to succeed. In 1918 the proportion of failures credited to causes originating within the individual himself rose to its highest point, 86 per cent., while outside influences were credited with causing 14 per cent. The 1919 returns were almost identical with this, 85.9 per cent. In 1920 the proportion due to personal causes fell to 83.1 per cent. In 1921, however, the trader who failed was comparatively speaking "a child of circumstances," only 74.8 per cent. of the 1921 failures being due to cause inherent in the individuals, while 25.2 per cent. were beyond his control. Lack of capital covered slightly over one-third of the failures in both 1920 and 1921.

Cash Basis Steadily Increases Trade

A Recent Saturday's Business of Carter Bros., Picton, Ont., Increased by $66.29 Compared With Same Day a Year Ago—Saved Loss of $629 on One Account by Adherence to Cash Basis —Some Valuable Pointers for Merchants Contemplating a Change

SO MANY merchants being interested in the cash basis of conducting business, as indicated by the large number of recent enquiries which Hardware and Metal has received on the subject, some facts have been secured for the guidance of such merchants who contemplate making this change. These facts are provided by Carter Bros., Picton, Ont., who have adopted a cash system with good results. In the Feb. 11 issue of Hardware and Metal appeared an article setting forth actual figures showing the increases which have taken place in the business of this firm since the cash basis was instituted, and following is the manner in which the change was effected.

"The longer we operate the store on the cash basis the more we are delighted with it," says Mr. Carter, "and our constant reproach is that we did not start it years ago for had we done so we would have been thousands of dollars better off today. As an indication, last August the cash basis saved us on one account alone the sum of $629. There was a big crash of a local business and many merchants lost heavily by it. We collected as soon as our work was completed in August and therefore did not lose a cent.

Regular Busines Increases

"But our regular business is increasing substantially under the cash system and this is what pleases us most, for under present conditions we fully expected a decrease. Take last Saturday afternoon for instance, with weather conditions the same, our sales exceeded those of the corresponding Saturday of a year ago by $66.29.

"In regard to the process of changing from a credit to a cash basis, this firm advise against attempting it unless the merchant is prepared to spend money freely in advertising the change weeks ahead of it taking place. It is suggested that the ads be changed every week but continually emphasizing the facts showing where advantage will accrue to the customer through the contemplated change. It can be pointed out that a store which sells for cash is able to buy for cash thereby being able to take advantage of all cash discounts and eliminating losses from bad debts, costly ledgers, bookkeepers' salaries, account paper, postage on accounts. The store operating on this basis, it can be pointed out, is enabled to sell cheaper than one that has to charge a percentage to cover aforementioned items. In other words the cost of doing business is lowered and if this can be accomplished without curtailing turnover it is the end which is much desired by every business man today for it is the only way in which prices can be made sufficiently attractive to stimulate buying."

Carter Bros. suggest that a week before the change takes place, a circular announcing the fact should be mailed to each customer on the books, to clinch the advertising already done. These customers are then fully prepared for the change and come prepared to pay cash.

In regard to telephone customers, Carter Bros. have encouraged the practice of having such customers ask the price when telephoning for goods. If out-of-town customers and not entitled to delivery the customer then sends the necessary money but if in town the goods are sent c. o. d.

Dealing with the practice of some merchants who claim to be doing a cash business 30 days to make settlement, Mr. Carter points out that this practice is not a cash business at all for it entails the same bookkeeping as would be required for business conducted on a 3 month settlement basis.

Other cases have recently been outlined where hardware merchants have increased business on a cash basis where conditions might seem to question the wisdom of such a move. The predominant idea in all such cases has been to emphasize the giving of lower prices as a result of operating on this system. In certain other cases ill feeling existing among certain customers over the granting of credit, due to some thinking they were being discriminated against, has led to the adoption of the cash system. Even in communities where a large farm trade is done the cash basis has been responsible for an improvement in trade and has brought no objection from this class of buyers.

Another Ontario merchant advertised such a change broadcast and sent letters to those with accounts on the book. In the following two months the business was double that of the same two months in the previous year. All phone orders were sent c. o. d. and it was noteworthy that many such orders were on hand in the store before nine o'clock on the first morning on which the change was introduced. Prices on all lines were reduced approximately 10 per cent. While this merchant reports nearly as many accounts on the books today as formerly, they do not represent small accounts, but those of builders, master plumbers, etc., to whom certain credit is granted. All telephone orders are on a c. o. d. basis.

Returning to the case of Carter Bros. It is noteworthy that Mr. Carter finds business commenced to become more active right from the start of the cash system, at which time a temporary slump might be expected. Further indication of the success of the cash system in that store is found in the fact that sales for a recent three-day period during the Poultry Show were $864.08, which is a very fair amount for a country hardware store. In ordinary times the sales for those three days would not have exceeded $180. Mr. Carter takes an interest in the Poultry Show and uses it as a point of current interest to stimulate buying.

The recent record of business shows that there are constant increases in the number of customers served and also in cash receipts, despite the fact that prices are lower and it requires the sale of a bigger volume of goods, to equal the monetary value of the turnover.

News of Western Canada

For comment on Winnipeg hardware market tendencies see "WEEKLY HARDWARE MARKET REPORTS." For current prices see Winnipeg section of "CURRENT HARDWARE QUOTATIONS" in this issue.

Marshall Wells, B.C., Ltd., Has Taken Over Wood, Vallance & Leggat Ltd., of B. C.

Earlier Rumors Confirmed This Week by B. C. Manager of Marshall Wells, Ltd.—Officials of Wood, Vallance & Leggat, Ltd., Retiring—No Consideration Yet Mentioned

VANCOUVER, B. C.—J. T. Elson, British Columbia, manager of Marshall Wells, B. C. Limited, has confirmed the report outlined in Feb. 25 issue of Hardware and Metal, that his firm has taken over the properties and stock of Wood, Vallance & Leggat, Limited, effective from the first day of March. No consideration has yet been mentioned and will not be until stock-taking is completed by Winnipeg and Portland officials of the Marshall Wells concern whose headquarters are in Duluth. For this purpose O. B. Smith, manager of the sporting goods and cutlery departments and W. D. Livingstone, manager of building hardware of Winnipeg are already at work at the Carrall street plant of Wood Vallance, Ltd.

Premises at present occupied by Marshall Wells on Beatty street will be given up and the entire stock will be moved to the down town plant of the vending company. Mr. Elson announces that the 120 employees of Wood Vallance will be kept but that W. G. Mackenzie, vice-president and general manager, M. H. Leggat, secretary-treasurer, and J. H. Roaf, director, will retire. John Dunsmuir who has been with the firm for the past twelve years will remain with the Marshall Wells Co., during which time he will act for Wood Vallance. He has been one of the popular figures in local hardware circles and is president of the Canadian Credit Men's Trust Association.

Entry of the Marshall Wells firm into the B. C. field on such a large scale is regarded by business men as an indication of the high opinion held by this corporation for the future of business conditions here. Mr. Marshall is expected to arrive in Vancouver on Sunday in connection with the merger.

Improving Hardware Activity in B. C.

Mining, Logging and Lumber Camps Showing Signs of Increasing Activity—Preparing for Annual Spring Trade in Gardening and Other Tools

VANCOUVER, B. C.—Conditions in the British Columbia hardware trade appear to be more favorable. Jobbers are preparing for the annual spring demand for gardening and other outdoor tools especially since the weather shows signs of moderating. It has been the coldest winter here in several years and it has only been within the last week that the thermometer has risen perceptibly accompanied by an occasional shower of rain. Incidentally rain has been scarce during the latter part of the winter and its appearance now is highly acceptable.

Lawnmowers, shovels, spades, hoes, rakes and other seasonable lines are making their appearance in retail stores and some sales have been made for the upper country although rather in disappointing volume. Collections are still on the slow side and some accounts have been giving credit men a deal of trouble. There have been no failures in Vancouver but one or two have been noted in outlying districts of the province during the week.

However, there are indications of good business as soon as mining, logging and lumber camps start out in earnest. Several are already under way and this activity is being felt in certain sections of the trade. There is a feeling of hopeful anticipation that the Railway Commission will give a favorable ruling on the freight rates case to enable coast manufacturers to at least ship to the eastern borders of the province.

Prices show little change this week. For the week-end specials are being offered in some of the larger stores to boost returns from that department. For instance the Dowswell, Lees & Co. Dolly Type washing machine is quoted at $14.95 and eleven inch roller wringer is offered at $5.45. Clothes baskets are off for about forty per cent. to $1.20, $1.35 and $1.55 according to size. Copper bottom wash boilers (No. 9) are selling at $4.95 instead of the regular quotation of $6.50. There are similar reductions in a number of other retail lines.

WESTERN CANADA NOTES

The Star Brass Foundry, Vancouver, has been registered with D. E. Woodruff and Robert Munro as partners.

* * * *

The hardware store of Charles Hood at Elk Point, Alberta, was destroyed by fire. Loss is estimated at about $8,000, partially covered by insurance.

* * * *

The Electric Panel Manufacturing Co. Vancouver, has been incorporated to do business in Vancouver. Capitalization is $10,000.

* * * *

The stock and fixtures of the Stearns Hardware Co., Burns Lake, B. C., have been sold through the Canadian Credit Men's Trust Association to Dittmer & Robb.

* * *

James Bending, western manager of the Ideal Aluminum Products, Ltd., Winnipeg, is on a business trip to Edmonton, Prince Rupert, Vancouver and Victoria.

* * * *

Reston Hardware & Lumber Co., Ltd., Reston, Man., has been formed and incorporated, and has purchased all the real estate, stock and buildings owned in Reston by the Manitoba Hardware & Lumber Co., Ltd. J. E. Harvey, who was employed by the latter-named company as local manager, will remain as manager of the new company's store, and as secretary-treasurer of the company.

* * * *

J. H. Speedie and P. P. Sharp have been appointed joint receivers of the Merritt Mercantile Co., Merritt, B. C., which maintains a large hardware department in connection with its general store. The store had been operated by C. A. Howse and H. G. Starr. The application was made by A. E. Howse of Penticton, father of C. A. who alleges he has an unsatisfied claim of $27,000 against the company.

* * * *

Under the auspices of the Electrical Service League of B. C., a dinner was held in the Hotel Vancouver at which 150 members of the Electrical Contractors and Dealers Association were present. Lawrence W. Davis of Philadelphia, the speaker of the evening dealt with co-operation and organization in the electrical business. W. G. Murrin, assistant general manager of the B. C. Electric Ry. was chairman and M. K. Pike of the Northern Electric Co., also spoke.

Manitoba Hardware Merchants In Convention

Net Cost of Doing Business on 35 Staple Hardware Lines Exceeded Gross Profit—Hardware Merchants Not Holding Up Prices

WINNIPEG.—Twenty-five towns in the province of Manitoba were represented at the convention of members of the hardware section of the Manitoba Retail Merchants' Association. The opening session was a dinner given by the Winnipeg retail hardware dealers in honor of the visiting attendants at the conference. Trade problems are being discussed. Brief addresses on these were given at the dinner, when A. E. Wyatt, of Winnipeg, presided.

Conditions in the trade on both sides of the international boundary were compared by Herbert P. Sheets, secretary of the National Retail Hardware Association of the United States. He said that the trade in each country is faced mainly with the same problems. In neither country is the retail hardware business exacting more than is its due. Mr. Sheets said that in 1921 it had not got even what was coming to it. He referred to the investigation into retail prices which has been instituted by the United States government. A thousand hardware retailers had to submit their selling and buying prices on a specified 35 staple articles from 1913 to the present year. From the tabulations contained in Mr. Sheets' office, he has learned that in the retail hardware lines the net cost of doing business was greater than the gross profits on these 35 staple articles. So Mr. Sheets says that the hardware retailers have not in any sense been holding up the public.

The problems of the trade principally discussed had reference to the competition of mail order houses. Among the speakers were: W. E. N. King, of Neepawa; A. G. Box, of Souris; A. H. F. Stelck, of Dauphin; and C. C. Falconer, of Winnipeg. The community value of an annual campaign to clean up and to paint was advanced by J. L. Paul, of the Brandram-Henderson Company.

Guests at the dinner included: Alex Karr, of Fargo, N. D., and R. C. Line, of Columbus, Montana, who are to be lecturers at the University's short course in merchandising.

MOVE TO NEW STORE

Sandwich, Ont.—The Acme Hardware Co. have recently moved into their new store on Sandwich street. This store is said to have the finest fronts of any hardware store in Western Ontario.

HOLE TORN IN ROOF OF KITCHENER HARDWARE STORE

Kitchener, Ont.—The Hymmen Hardware building had a 20 foot square hole in the roof and their storage floor strewn with bricks and other debris as a result of a high wind blowing down a chimney belonging to the Lippert block next door. Mr. Hymmen stated that had it not been for the fact that the heavy hardware material in the upper floor of the building broke the fall of the bricks, a hole would have been torn in the upper floor with the result that the bricks would have gone right through.

STEWART CO. RESUMES WORK WITH FULL STAFF

Woodstock, Ont.—The James Stewart Mfg., Co., Limited, manufacturers of cook stoves, ranges, heaters, etc., has resumed work with a full staff, after being closed for a period of about seven weeks.

While business has not improved to any great extent, the prospects are brighter, according to the management, and work has been resumed to get stock ready to meet anticipated future demands.

A wide range of chinaware, crockery, enamelware, aluminumware, tinware and other housefurnishing lines is revealed in this view of a section of the Western Hardware Co., Ltd., store in South Edmonton, Alta. This firm pays close attention to lines in most popular demand and sees that a well assorted stock of requirements is placed where customer may see and handle it. Note the four shelf pyramid style display tables which do not hide the stock on the lower shelves. Prices are shown prominently on the goods and there are few customers who wander in and out among these tables who do not find something new in the way of utensils. The shelf hardware stock is shown by means of samples affixed to drawers. Part of the furniture stock is shown at the rear including beds, mattresses, dressers, etc.

Events in the Trade

BUSINESS CHANGES

Alymer, Ont. Edward Miller, hardware, has sold to Patterson Bros.

Markdale, Ont.—J. J. Richardson, hardware has sold to Walter Perkins.

NEW FIRMS

Timmins, Ont. Warren & Finlay have opened a hardware store at 24 Third Ave.

The Metropolitan Hardware is commencing business at 3150 Dundas St., West, Toronto. H. Nemerow, Proprietor.

TO HAVE NEW STORE

R. M. Birce hardware merchant, Essex, Ont., is arranging the plans for a new store which he is to build across from his present location. There will be over one hundred feet of window display space. In the block there will also be another smaller store and offices on the upper floors.

PERSONAL

W. F. Duffield, of the Reading Hardware Co., Reading, Pa., and L. E. Griffiths, of Surplus, Dunn & Co., New York, called on the Montreal hardware trade this week.

W. L. Walker, of the hardware department, of Hudson's Bay Co., Edmonton, Alta., was a visitor in Toronto this week and called upon the Hardware firm of Lyons & Marks.

H. R. Rovison of Rovison & Williams Hardware Co., Windsor, Ont., has recovered after an illness of several months. While Mr. Rovison was not confined to his bed entirely during the past few months he was in ill-health.

Jos. A. Lassaline recently joined the staff of Rovison & Williams Hardware Co., Windsor, Ont. Mr. Lassaline was with this organization previous to six years ago.

Percy E. Paddick has resigned his position with the Rovison-Williams Hardware Company, Windsor, Ont., to take charge of the "Quality Hardware," which will be opened in the near future at the corner of Ottawa street and Hall avenue, Windsor.

Charles Hayden, of Boston, was elected chairman of the Board of the International Nickel Company to succeed the late E. C. Converse. Robert E. Stanley, vice-president and general manager, was chosen president to succeed W. A. Bostwick, who died recently. Britton Osler and J. L. Agnew were elected directors to fill vacancies on the board.

Plans For Toronto Hardwaremen's Meeting

New Constitution of Toronto Retail Hardware and Paint Club to be Discussed After Dinner—Addresses by Members of Toronto Paint and Varnish Club

AS PREVIOUSLY announced in Hardware and Metal, the Toronto Retail Hardware and Paint Club will meet for dinner, business and entertainment in the Board of Trade Dining Hall, top floor Royal Bank Building, corner King and Yonge sts., on Tuesday evening, March 14.

Discussing the forthcoming meeting with President H. N. Joy, Hardware and Metal secured some details which will be of interest to Toronto hardware merchants. The dinner will be served at 6.30 and a charge of $1.00 a plate will be made. In order to arrange for this meeting the executive committee has guaranteed an attendance of 75, but it is expected that there will be double that number present. After dinner the new constitution will be submitted, discussed and acted upon and general business transacted after which the meeting will be addressed by representatives of the Toronto Paint and Varnish Club.

President Joy points out that it is greatly to the interest of every retail hardware and paint dealer in Toronto and its suburbs, to be present at this meeting, and it is hoped that those who are not members of club will join. "It is almost beyond belief that the retail hardware merchants of Toronto have neglected in the years past to organize themselves into an association or club," said Mr. Joy, "and now that this has been consummated, with such a large initial membership, it is earnestly desired that every legitimate retail hardware and paint dealer in this territory will avail himself of the advantages to be derived from membership in the club.

"In Numbers There is Strength"

"At this meeting the speakers have requested that clerks as well as proprietors be present. So dealers, come yourselves and have one or more of your clerks there also. These addresses will be practical and educational alike to all, and will be worth dollars to us just now at the beginning of the 1922 paint campaign.

"Our mailing list is as accurate as we are able to make it, as yet, and every retail hardware and paint dealer on it will get a letter this week. If you do not get one, call up some official of the club and advise him that you will be present, and don't forget your clerk. You will be asked in this letter to fill in and return to our secretary, Victor Mathewson, 688 Danforth Ave., the portion indicated, not later than Saturday the 11th so that ample provision may be made for the dinner. Don't neglect to do this. We are off to a good start. If each does his part the club will flourish."

R. M. INGLIS

Recently appointed general sales-manager of the Ruberoid Co., with head office at Montreal. Mr. Inglis, is a Canadian, with home in Brantford, Ont., but for the past nine years has been in the employ of the above firm at both New York and Chicago offices. He comes to Montreal from the New York office.

INCORPORATION

Electro-Castings, Ltd., head office, Collingwood, capital $40,000, to manufacture electric furnaces for melting of iron, steel, etc., and to manufacture metal castings. Prov. Directors, W. T. Stephens, J. F. Zimmerman, J. Wilson, A. J. Dixon, J. Shipley, A. M. McFaul and F. S. Lewis.

NEW MANAGER HALIFAX DISTRICT, NORTHERN ELECTRIC COMPANY

Arthur L. Brown, of the Toronto office of the Northern Electric Company, Ltd., has been appointed manager of the Halifax branch of the company. Mr. Brown is a most a newcomer in the electrical industry. During the war he was connected with the Imperial Munitions Board and was on the staff of the British Munitions Company, Ltd., under J. D. Hathaway, who was president of that company and is also vice-president of the Northern Electric Company. At the end of the war Mr. Brown was engaged for some time in winding up the affairs of the British Munitions Company, after which he was taken on by the Northern Electric Company and sent to Toronto as assistant district stores manager. A little later he was made district stores manager, which position he held up to the present time, when he leaves for the Maritime Provinces.

LOWER TARIFF ON GALVANIZED FOX NETTING

Summerside, Prince Edward Island.—Creel MacArthur, M.L.A., president, Brace, McKay & Co., Ltd., has returned from a business trip to Montreal, Ottawa, Toronto, Guelph, Hespeler, Galt, and other cities. He was much impressed with the optimistic tone which he says is gradually supplanting the sentiment encouraged by the depression. He reports that many manufacturers have plants running full time and are well booked ahead. While in Toronto Mr. MacArthur had a lengthy interview with President D. B. Hanna, of the Canadian National Railways, in respect to certain railway matters in this province.

Perhaps one of the most important missions of Mr. MacArthur to Ottawa was in connection with the Customs Department, and he had a very satisfactory conference with the Minister of Customs, the Commissioner of Customs and the Chief Assessor, with a view to having more consideration given re the amount for duty purposes in certain commodities, particularly galvanized fox netting, from Great Britain—a line of which Brace, McKay & Co., Ltd., are said to have the distinction of being the largest dealers in America. It is interesting to state that the department recognized the justice of the claim set forth by Mr. MacArthur, and are issuing new regulations promptly which will mean materially lower costs to the numerous ranchers throughout Canada for fox netting.

ONTARIO INCORPORATION

Dominion Putty Co., Ltd., head office, Toronto, capital $40,000 to manufacture and deal in putty, oils, paints, pastes, glass, hardware, brushes, etc. Provisional directors, F. W. Dunn, W. F. Moore, D. MacLulich.

The Death of Senator John Milne

President and Managing-Director of Burrow, Stewart & Milne, Hamilton, Ont., Dies After Sixty-eight Years Association With Metal and Foundry Trade—One of the Founders of the Steel Co. of Canada

THE DEATH of Senator John Milne, president and managing-director of the firm of Burrow, Stewart and Milne, Hamilton, Ont., removes a figure which was for years prominent in the stove and foundry business of this country. Senator Milne had been ill since last October and when complications set in he was too feeble to undergo the necessary operation and his death was therefore not unexpected. He was eighty-five years of age and had been identified with the iron foundry trade since 1854 when he commenced business with Charles Stewart and William Burrow, later forming the present firm. Both of his partners died several years ago.

The late Senator Milne was born in Aberdeen, Scotland in 1838, and after receiving his education in his native parish began to learn the trade of a molder. Before he finished his trade he came with his father, the late John Milne, to Canada and the family settled in Hamilton. Here he continued to work at the molding trade in the foundries of the Gurney Company and shortly after he had completed his apprenticeship he and his friend the late Charles Stewart went to the United States where they both worked for a time. In 1864 they returned to Hamilton and in company with the late William Burrow the firm of Burrow, Stewart and Milne was formed and business begun in a small frame building on Carolina St., North.

LATE SENATOR JOHN MILNE

President and Managing-Director of Burrow, Stewart and Milne, Hamilton, and for many years connected with the metal and foundry trade, whose death is announced.

The business grew under the management of the three men who were all experienced mechanics and it was but a short time until an enlargement was found necessary and new buildings were constructed at Hughson and Cannon Sts., which were occupied in November, 1871. Extensions were made from time to time and in 1898 the firm was reorganized and Mr. Milne was made president.

Mr. Milne had many other important business connections. He was one of the founders of the old Hamilton Steel & Iron Co., which has since developed into the Steel Company of Canada. He was also interested in the shipping interests and for a time served as president of the old Hamilton and Ft. William Steamship Company. This was later merged into the Inland Lines and later into the Canada Steamship Lines in which Mr. Milne had large interests. He always took an active interest in the welfare of the city and more especially in educational matters, having been for years a member of the board of library governors. He was also one of the first commissioners of Hydro in Hamilton. He was a Conservative in politics, having served as president of the Hamilton Conservative Association for nearly 25 years, and was appointed to the Senate during the government of Sir Robert Borden in 1915. He is survived by his wife and two sons, Charles K. and William M.

BANQUET TO WANLESS HARDWARE STAFF

Chatham, Ont.—F. J. Penberthy, general manager of Lowe Bros., Toronto, was the speaker at a banquet given the staff of the Wanless Hardware Company in the Chamber of Commerce. The lecture was illustrated with colored slides, showing exactly the effect of using good paints to paints of inferior quality. The speaker also explained fully how to avoid various difficulties encountered in the use of paint.

Mr. Penberthy explained the making of paints and varnish from the raw materials to the finished product. He also told how the surface should be prepared before the paint was applied, and showed examples of common troubles that arise. With a series of fine colored slides he explained how the troubles could be overcome.

About thirty in all sat down to the banquet and an impromptu song-fest was indulged in, with Ted Phillips at the piano. Ex-mayor Ed. Wanless, acted as chairman and introduced the speaker to those present.

Letters to the Editor

LABELS ON WOOD ALCOHOL

Hardware and Metal,
Toronto.

Will you kindly let us know if there are any special regulations re the kind of label to be used when selling "wood alcohol?" We have been told that there are and thought possibly you could enlighten us.

Yours Truly,
Bowers Bros.,
North Battleford, Sask.

Answer: In order to comply with the law you must affix to all vessels containing wood alcohol a label bearing the words, "Wood Alcohol, Poison." This must be in black letters not less than a ½ of an inch in height. Any person who holds in their possession, sells, exchanges or delivers any wood alcohol contrary to the provisions in this section incurs a penalty of not less than $50.00 and not exceeding $500.00. For your information we would point out that a Toronto hardware firm was fined for using red labels instead of black as called for by the law.

* * * *

BUSINESS PROFITS TAX

Hardware & Metal
Toronto,

I thought when the Sales Tax was increased a year ago that after that we did not need to make out those business statements for the government as it was said the Sales Tax was to take the place of the Business Profits Tax.

Now we are still told to get our forms at the Post Office and fill them out—and form T-1 is practically the same as last year's forms. Please give me advice on this and oblige,

A. C. Clemens.
Milverton, Ont.

Answer: You have no responsibility under the Business Profits Tax, which was discontinued Dec. 31, 1920. This, however, does not alter your responsibility for making an Income Tax return on form T-1 on which you as a merchant are expected to give a profit and loss statement. These forms are not being used for Business Profits Tax, it was a form T-2 which was used for that purpose before it was discontinued entirely. The Sales Tax has no connection with the Income Tax, as the former is not expected to be paid by you as a merchant but passed on to consumers. If your gross income is sufficient to make you responsible for Income Taxation, having in mind the exemption of $1,000 for single men and $2,000 for married men, you are expected to make a return on form T-1.

* * * *

ONE TAX ON SOURCE OF SUPPLY

The following letter (author's name omitted by request) was written to Hardware and Metal by the proprietor of a large Western Canada wholesale and retail hardware firm and raises some interesting points concerning taxation matters:—

Hardware and Metal,
Toronto.

I have just been reading your article in your recent issue of Hardware and Metal re changes suggested in Sales Taxation. I have, of course, read very nearly every article, which you have printed on this subject in the last year or two, as well as numerous other articles in various other publications. I have taken a very keen interest in this particular subject, first—because it affects every one of us as a Canadian citizen, and also our country, more vitally than any other question of taxation today. I am of the opinion that the most economical means that could be adopted would be for the Government to tax every manufacturer, and to advise him to include this tax as a part of his overhead, and let each manufacturer settle with the Government every month. This tax should really be varied, that is to say the tax on luxuries and non-essentials should be a good deal higher than the tax on staple commodities, but in every case it should be collected at the source of supply. Not only would the Government get a great deal more money by this method, but they would get their money promptly every month, and at practically no cost for collection. The manufacturer should not object to this, as he is very highly protected, and has no competition from across the line, and in any event this could also be taken care of by levying a tax, equal to the tax that he would have to pay the Government, or a tax of 50% greater if necessary on all goods imported into Canada. This could automatically be collected by the Customs authorities, the same as it is being done now.

Take The Place of Other Levies

I am of the opinion that if this was properly carried out, the Government could eventually discontinue all other forms of taxation, such as Income Tax, etc. They could save thousands upon thousands, if not millions of dollars per year for collection of these taxes, or at least an attempt to collect these taxes. Then, in my opinion, there should also be a small tax put on the farmer of say a few cents per acre—not a tax that would be a burden but say a tax of probably 10c. an acre on arable land, and 5c. on pasture, or other land that cannot be cultivated. This tax could be collected automatically through the rural municipalities, and would be the farmers' share towards the upkeep of the country on such goods as he would raise on his farm, either for sale, or for his personal use, and on which he would naturally not be paying any tax, as the rest of us are on the manufactured goods that we have to buy in order to live, or to run our business.

The present methods of taxation, and also the methods of collection are an absolute joke. Only a small percentage of the people have to pay these taxes, and are carrying the burden. For instance, last week I received notice at my house of assessment for my taxes for 1919. I was naturally greatly surprised to receive this notice, as I thought these taxes had been paid long ago. Upon looking up my records, I find that they have not been paid, neither had I received any request for payment. It is a very difficult matter in strenuous times, such as we are going through at the present time to have to pay taxes that are two years old. It is just like paying for a dead horse, and another thing that makes you dissatisfied is the fact that there are hundreds of people, yes, thousands of them, that were well off in 1919, and no doubt had this tax been collected promptly at the end of the year, the Government would have collected a great many thousands of dollars, probably millions of dollars. Today the Government cannot collect a cent from these people, as they haven't anything to pay with.

Then take the professional men, such as doctors, lawyers, etc. Very few of these people, as you know, keep a complete set of books—therefore, they do not pay any Income Tax, whereas they are in a better position to pay than many of us who have to pay.

Don't Know Farmer's Income

Then the farmer rarely ever pays any Income Tax, as no one has any means of getting to know what his income is.

I quite agree with some of the jobbers' opinions in this article of yours, as many times the jobber has to absorb this Sales Tax, which affects his net profit very materially. As you know, I am in a position to judge both sides—wholesale and retail, and I know how this works.

The more I discuss this matter, and the more articles I read, the more firmly I am convinced that the above method as outlined to you is the only practical and fair method. Not only would everyone be treated alike, but practically all of the tax would go into the Government's coffers, instead of a large percentage being paid out to-day for the high cost of collection, besides they get the tax promptly at the end of each month, instead of having to wait, as I mentioned above, for two years, and then only getting probably a half or a third of what they should get.

Appreciates Complete Convention Report

Editor, Hardware and Metal, Toronto.

With hundreds of others, I am sure, I have enjoyed reading the addresses delivered at our convention. On account of other duties I only heard portions of same when delivered, and I thoroughly appreciate the privilege and opportunity accorded by your full report, and prompt service, in being able to review the proceedings of the convention at leisure.

A perusal of these addresses will surely indicate to all those who did not attend our sessions, the high plane which our convention in their meetings has attained, and the earnest desire of our executive will be to excel in each succeeding convention.

I might say that Professor Clarke, our visitor from Economics Department of Queen's University, has expressed himself as being deeply impressed with the work of the association, and also expressed a desire to give any assistance in the power of their department in the solving of any commercial problems which we refer to them.

I wish to express on behalf of the association as per resolution, our hearty thanks for the splendid support always given our association in the columns of Hardware and Metal, and in other ways and wish to add my personal thanks for many favors received.

Yours for 1,000 members before 1923 convention.

W. F. MACPHERSON.

Importance of Hardware in Canadian Trade

Totals of Imports and Exports of Hardware Commodities For Year Ending Last January Compared With Two Previous Years—Total Value of Trade About Half That of Same Period a Year Ago

THE SUMMARY of Canadian trade for the year ending January 31, 1922, as compared with the same periods in 1920 and 1921, reveals some interesting facts in so far as hardware lines are concerned. Total imports for the period ending January last of $778 million are only half the value of those of the previous year whereas exports show a slightly better ratio. Exports during the latter period amounted to but three million dollars more than imports. Imports from the U. S. were $537 million compared with $121 million from United Kingdom. Exports to the U. S. were $315 million and to the United Kingdom $296 million.

Hardware lines are dealt with in detail in the following:

IMPORTS TWELVE MONTHS ENDING JANUARY

	1920	1921	1922
Asphaltum and asphalt	$ 432,798	$ 641,984	$ 562,331
Bricks, clays and tiles	2,460,108	4,187,699	2,138,891
Clocks and watches	3,007,003	3,989,143	2,357,962
Coal—Anthracite	31,294,369	37,545,058	39,547,756
Bituminous	27,758,249	66,898,325	43,329,288
Cotton	77,308,202	115,332,953	68,264,552
Earthenware and chinaware	3,237,258	5,821,673	4,866,233
Flax, hemp and jute	14,195,205	17,125,755	7,631,361
Metals—			
Brass	4,456,441	6,247,767	3,389,758
Copper	7,343,010	10,404,997	3,548,801
Gold and silver	628,195	1,135,592	707,930
Iron and steel	147,514,344	213,031,770	94,304,941
Lead	773,074	2,547,451	248,372
Tin	10,616,291	14,845,933	5,965,516
Zinc	822,710	629,039	400,901
Paints, colors and varnish	3,840,803	5,134,208	2,805,428
Petroleum—			
Crude oil	19,587,925	29,311,888	23,089,166
Refined oil	9,792,560	18,684,445	11,983,250
Rubber	14,324,458	19,195,329	7,563,663

EXPORTS TWELVE MONTHS ENDING JANUARY

Coal	(Ton)	1,937,245	2,410,708	1,926,054
	($)	11,881,050	17,140,071	13,316,549
Cartridges	($)	17,271,056	74,218	14,521
Other explosives	($)	6,314,860	1,285,370	306,810
Metals—				
Aluminum, bars, etc.	(cwt.)	153,362	176,747	59,297
	($)	4,572,531	5,543,724	1,272,703
Asbestos	(Ton)	143,103	188,791	83,980
	($)	9,927,167	11,999,888	5,091,541
Brass, old and scrap	(cwt.)	88,340	32,274	24,754
	($)	1,154,506	441,103	158,043
Copper	($)	12,525,098	15,343,864	7,245,289
Gold	($)	5,742,896	3,500,511	2,477,989
Iron and steel	($)	64,783,204	60,610,292	20,311,551
Nickel	(cwt.)	381,621	572,437	117,121
	($)	7,525,708	11,463,601	2,863,839
Silver	(oz.)	14,090,373	12,120,433	13,178,968
	($)	15,396,196	11,802,908	8,243,166
Rubber	($)	10,084,691	12,556,915	3,445,796
Seeds—Flax	(Bush.)	1,200,837	1,593,041	3,588,940
Vehicles—Autos	(No.)	25,063	21,368	10,331
	($)	14,362,624	15,677,147	5,301,981
Auto Parts	($)	3,582,996	4,264,495	1,217,688

NEED FOR QUICK TURNOVER

(Continued from page 36)

Karr. The only way to combat the inroads these establishments are making into the business of the retail merchant is co-operation between the town residents and the country residents, he added. Common opinions, common affections and common interests must exist. The mail order houses threaten to wipe the towns out of existence, declared Mr. Karr. Many carloads of mail order catalogues are distributed.

"Creative Business," was the subject discussed by J. M. Thompson, Winnipeg manager for Beatty Bros., manufacturers of pumps, washing machines, etc. Making comparisons between the manner in which the United States and Germany obtained their markets, Mr. Thompson pointed out that the former was hampered in reaching the markets of the world by its protective tariff, while the German manufacturer had not this to contend with, but was aided by the government in reaching the consumer, inasmuch as he was favored by a reduced rate on the state owned railways for exports, amounting to as much as one-third.

Merchant Must Initiate

There are two kinds of merchants, Mr. Thompson said, one is the imitator and the other the initiator. The former only sells the goods he is asked for, afraid to stock any other while the latter introduces to the community new lines.

Twenty Years Ago

* * *

Following items are reproduced from Hardware and Metal of March 8, 1902:—

* * *

David J. McArthur, president of Colin McArthur & Co., Montreal, is dead. Mr. McArthur was a comparatively young man, having been born in Glasgow, in 1861. When still a young boy he came to Canada with his father, the late Colin McArthur and subsequently went into the business conducted by his father. When the latter died, a few months ago, he became president of the company.

* * *

Directors of the Dominion Iron and Steel Co. have decided to issue new common stock to the amount of $10,000,000 to the shareholders. David Baker has been appointed general manager in succession to A. J. Moxham who recently resigned.

* * *

Bennett & Wright Co., Ltd., Toronto, have completed their contract for plumbing, heating and electric wiring of the new free consumptive hospital at Gravenhurst, Ont. There are over 300 electric lights and 120 hot water boilers installed in the building, and steam is conveyed by over 3,000 feet of piping. (This building was recently destroyed by fire).

* * *

Purdy, Mansell & Co. have contract from the Ontario Government for the heating of the new physical and biological laboratory at the Ontario Agricultural College, Guelph, and the plumbing and heating of the new Collegiate Institute at Cobourg.

* * *

James Cartland & Sons, Ltd., of Birmingham, England, have their representative, W. W. Mitchell, doing Canada at present, showing an extensive line of brass goods.

* * *

Prices are firm owing to the firmness of the iron and steel markets of the United Kingdom and the U. S. So great is the demand abroad that James Ross, manager of the Dominion Iron and Steel Co., Sydney, states that it is not material just now to the success of that industry that the company should either run its blooming mills for the manufacture of steel ingots or the mill for manufacture of steel rails. The company, he says, can find a market for their steel billets faster than they are turned out.

* * *

Owing to the increase of business McCaskill, Dougall & Co. have found it necessary to make a considerable addition to their factory in Montreal.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

TYPE "M. H." ELECTRIC RANGE

The Canadian Westinghouse Co., Ltd. of Hamilton, Ont., are now giving special prominence to their New Type "M. H." Electric Range which is their latest design in electric stoves. This product includes all the latest features of electric ranges, including the various heat units, the removable rack guides, the three-heat, double-pole switches, which

entirely disconnect the heaters from the circuit, the Thermostat embedded in the oven door to indicate the heat in the oven, and many other modern improvements. Locking handles are provided for the oven doors, and upper warming closet can be furnished if desired. There is the usual large sized oven, a broiler, and four heating plates. The standard plug receptacle is also provided for connecting other socket appliances.

"REPEATER" FUSE PLUG

The name of the company, manufacturing this device, the Repeater Six Fuse Plug Company, of Burlington, Ontario, fully describes the purposes of this product. In the "Repeater Six," there are six fuses. The manufacturers describe the device in novel terms. When one fuse blows out, by simply turning the knob to the right, contact is again restored, thus leaving five more fuses for future use. It is inferred, therefore, that this plug will remove many of the annoyances caused by the sudden failure of lighting systems due to defective fuse plugs.

The Repeater Six Fuse Plug Company, of Canada, Limited, announce that they have a new plant at Burlington, Ontario and expect to be in operation shortly at a capacity of 10,000 plugs per day.

"BLUE-NOSE" LEATHER STRIPS

Putting up leather strips for shoe repairing in an assortment display box, is the method adopted by the Logan Tanneries, Ltd., Lyon's Brook, Nova Scotia, in marketing their line of "Blue-Nose Oak" sole leather strips. The cabinet is 3½ feet by 2½ feet, and is six inches deep. This size enables the display of twelve different strips of sole leather in each partitition. These strips are made in special lengths ready to cut to any needed size.

INCOME TAX BOOKLET

The Canadian Debentures Corporation, Ltd., have issued a booklet entitled "Dominion Income Tax Questions and Answers," the work of a tax specialist which simplifies for any individual, company or estate the preparation of the necessary income tax return slip. The booklet should prove of particular interest to business men. Readers of Hardware and metal may secure copies of this booklet by writing to Canadian Debentures Corporation, Limited, 36 King Street, East, Toronto, and asking for booklet No. 37A.

FOLDING CAMP TABLE

One of the recent products manufactured by the Gold Medal Camp Furniture Co., of Racine, Wis., U. S. A., is a compact folding table. According to the manufacturers' description, the particular table not only folds, but "rolls." It is described as a table for the tourist or camper, because of the fact that it is light, and folds compactly, while at the same time, is strong and rigid. The frame is of seasoned hardwood. The top is of imitation

leather and drill stitched at intervals of about 1¼ inches permitting the insertion of slats, which constitute the top of the table. It is appropriate as a card table for either camp or home, measuring 31 x 31 inches, open, and is 28½ inches high.

"TWIN MOTION" FREEZER

This Twin Motion ice cream freezer has recently been introduced by the New Standard Hardware Works Incorporated of Mount Joy, Penn., U. S. A. The Twin Spiral Motion is obtained by having the dasher and the can move in op-

posite directions at the same time. Simultaneously, the makers claim, the peculiar and patented features of the spiral dasher constantly forces the cream from the bottom of the can up through the various openings to the top. This process is for the purpose of assuring thorough mixing.

The ice pail is made of heavy gauge galvanized metal. The cream can and cover are constructed of heavy gauge tin plate. The removable table clamp for fastening the ice pail to the table, is described as another exclusive feature.

LUFKIN SQUARE WITH LEVEL

The "Universal" Try and Mi Square for woodworkers, which was recently brought out by The Lufkin Rule Co., of Canada, Ltd., Windsor, Ontario, is now offered with, as well as without, level glass, known respectively as No. 65L and No. 65.

This square is made with graduated steel blade and movable head. It is in 9 in. and 12 in. lengths.

Including the level, which will serve also as a plumb, the manufacturers claim that the No. 65L in many places makes the handling of two tools unnecessary.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

BLACK oils, both Summer and Winter grades, parrafine, chain pipe wrenches, grindstone fixtures, the Miller's Falls line of tools, Wiss tinners' snips, sleigh bells and wire fencing and gates, provide the price developments on the current hardware markets. The reductions recently noted in wire goods has now extended to practically all grades of wire, as well as wire nails and staples. Wire fencing and gates record another downward revision, varying between seven and ten per cent on these products. Through the issuing of a new price list, revised quotations on the Miller's Falls tools include marked reductions on several lines. The season's new prices on Paris Green represent a decline of almost fifteen per cent. Easier quotations on turpentine also provide a feature in this week's paint markets.

Orders for bar iron and steel are now on the increase, with the volume of inquiry in the steel industry indicating potential recovery. The sheet business also manifests signs of this general improvement. The recent easier tone in primary metals is reflected in copper and brass products, although no actual price developments have been recorded. A quiet situation still prevails in scrap materials, while current interest in the ingot markets is centered on copper and tin, with fluctuations in these metals attracting direct interest as well as affecting the market trend of other finished products.

During the past few days a decided improvement in the movement of seasonable lines is reported. These primarily include house cleaning needs and other early Spring requirements. Wholesalers are generally convinced that this earlier trade represents the commencement of the active period usually evident during the Spring months. Prospects for an early season are receiving attention, seasonable weather being a keen stimulant to trade in this direction. Collections are reported as fair, with recent optimistic expressions regarding the future outlook now being supported by signs of general business recovery.

Montreal Markets

MONTREAL, March 9.—Revisions in prices of wire and wire products feature the hardware markets, wire nails and fence staples now being recorded at lower quotations. Wire nails have been reduced to $3.75 base. Galvanized fence staples will sell for $5.15 per keg, bright at $4.15 per 100 lbs. The base price on plain wire has been lowered to $3.60, and annealed hay wire has new lower prices on the different gauges. Wire fencing shows a reduction of approximately 7 per cent., this being the second revision on this product in recent weeks. Wire gates have also been reduced in price for the spring trade. Another important revision is the announcement of a varied reduction on Miller's Falls tools, some lines showing a substantial price decline, while other tools record a minor change in the downward direction. Sleigh bells are reduced approximately 25 per cent. for Fall trade and horse shoes have new lower quotations. Chain pipe vises and grindstone fixtures also add to the budget of price changes, both lines being quoted at lower figures.

WIRE NAILS REDUCED TO $3.75 BASE

Montreal

Following the easier prices on galvanized wire and wire products last week, the easier tendency is now shown on bright wire, and wire nails are this week reduced from $3.90 to $3.75 base. Jobbing circles report a gradually increasing trade in nails in recent weeks and it is thought that new lower quotations will act as a stimulus in this direction.

FENCE STAPLES SHOW A REDUCTION IN PRICE

Montreal

Both bright and galvanized fence staples have new lower quotations, the reduction being made in these products, in company with other wire and wire products. Following are new quotations;

FENCE STAPLES:

Bright, in 100 lb. kegs	4 15
Do., in 25 and 50 lb. boxes	5 15
Galvanized, in 100 lb. kegs	5 15
Do., in 25 & 50 lb. boxes	6 15

SUBSTANTIAL REDUCTION IN SLEIGH BELL PRICES

Montreal

A reduction of approximately 25 per cent is announced by manufacturers on the various lines of sleigh bells, for next season's business. This price decline applies to both chimes and string bells.

PLAIN WIRE NOW SELLS FOR $3.60 BASE

Montreal

A reduction, corresponding with other wire, is made on the base price of plain wire, and this will now sell for $3.60 base. Bright, annealed and coppered have the usual extras.

LOWER PRICES APPEAR ON HORSE SHOES

Montreal

A reduction is made in the various sizes and styles of horse shoes, and following are revised quotations:

HORSESHOES:— price per keg

Patterns:—		No. 2 larger	No. 1 smaller	Less 20c.
Light iron	0-7	6 90		7 15
Long-heel light iron	3-7	6 90		....
Medium iron	1-8	6 90		7 15
Heavy iron	6-8	6 90		....
Snow	1-6	7 75		7 60
New-Light "XL" steel	1-6	7 35		7 60
Special countersunk	3-4	8 75		....

Packing up to 3 sizes in one keg, 10c. per 100 lbs. extra. More than 3 sizes, 25c., per 100 lbs. extra.

F.O.B., Montreal.

(Continued on page 50)

O-Cedar POL

The Mop with the

1 The firm **Steel Centre** — keeps the mop in its original shape

2 The **Plume** of long, strong, fluffy yarn cleans, dusts, and polishes thoroughly

3 **Heavy Padding** —Firmly attached to steel centre prevents scratching table legs or wainscoting

4 O-Cedar Polish Mop can be washed and renewed with fresh O-Cedar Polish without taking apart

Big Features

ar ISH MOP

54" HANDLE

An Every Day Profit Maker that Guarantees Future Profits

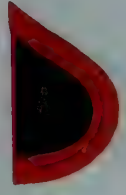
TELL any woman about the 4 Big Features of the O-Cedar Mop, and you will gain another profitable customer.

Display the O-Cedar Mop in your window and prominently in your store—its many fine points are so apparent it needs only a few words from you to complete the sale.

Your profit on an O-Cedar Mop is only the beginning of a long series of profits. Every sale of a Mop means many more sales of O-Cedar Polish. Both these well-liked O-Cedar products are repeaters—they sell easily, rapidly, steadily.

Two sizes to choose from—round and triangular—Price $2.00. There is also a small triangular Polish Mop at $1.25.

Made and Guaranteed by



CHANNELL LIMITED

TORONTO

MONTREAL MARKETS

(Continued from page 47)

LOWER PRICES ON FIELD FENCING AND GATES

Montreal.

New quotations are announced on wire fencing and gates, a new list being issued at the first of the month. This makes the second revision in these lines in recent weeks, a change in quotations being made around the middle of February. Fencing is now approximately 7 per cent. lower, while gates are nearly 10 per cent. lower for spring business.

NEW PRICES ON ANNEALED HAY WIRE

Montreal

Annealed hay wire, in the different gauges, has new lower quotations, and following are revised prices; No. 13, $3.80; No. 14, $3.90; No. 15, $4.00.

MILLERS FALLS TOOLS ARE REVISED IN PRICE

Montreal

Through the issuing of a new price list to the trade, revised quotations are announced on the Millers Falls line of tools. There is a reduction of considerable extent on some lines, while other tools show a price decline of minor proportions.

NEW NET QUOTATIONS ON WISS TINNERS' SNIPS

Montreal

Wiss tinners' snips have new lower prices and following are revised quotations on the various sizes;

No. 6½, $3.80, No. 7, $3.15, No. 8, $2.50, No. 9, $2.25, No. 10, $2.05, No. 11, $1.50, No. 12, $1.35, No. 13, $120, per pair

FURTHER REDUCTION IN CHAIN PIPE VISES

Montreal

A further reduction has been made in the quotations on chain pipe vises, these prices showing a previous reduction a few weeks ago. No. 1 is now quoted at $4.00, No. 2 $8.55 each.

GRADUAL IMPROVEMENT IN CORRUGATED SHEET DEMAND

Montreal

Sales of corrugated sheets show a slight improvement from week to week, and dealers anticipate a much improved situation as soon as the weather opens, inquiries indicating that much building and repair work is contemplated when weather permits. Local quotations remain unchanged, with a slight price concession offered for attractive inquiries. Following are list prices and discount for current business;

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 2½ ins. 75c a square extra.

SPRING REQUIREMENTS NOW IN DEMAND

Montreal

Activity in jobbing circles is becoming more pronounced from week to week, and lines that show an improved demand are housecleaning needs, including polishing mops, polishes, pails, mops, brushes, brooms, clothes lines, carpet beaters, etc. Orders now being received are for smaller quantities, but wholesalers are satisfied that repeats will soon follow, and are well pleased that the opening spring business has apparently commenced.

SHEET MARKETS SHOW IMPROVEMENT IN DEMAND

Montreal

There is little or no new development in the local sheet market, prices remaining at revised levels of a few weeks ago. Business in general is still described as being of a limited nature, although a slight improvement is recorded in galvanized sheets during the past week. The month of March, however, is expected to bring about a general improvement in this connection, this being further encouraged by reports from primary centres where slightly increased activities are pronounced. The tone of the market also is little changed although a revision in English sheets in the near future would not be surprising. The situation on the other side, at manufacturing centres, is practically unchanged, but owing to competition and existing levels on these lines, importers anticipate that lower prices will be announced for earlier spring trade. Prevailing quotations are as follows:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 6
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.		
10¾ oz	6 65	7 60
28 gauge	6 25	7 20
26 gauge	5 95	6 85
22-24 gauge	5 80	6 60
20 gauge	5 65	6 45
18 gauge	5 65	6 35
16 gauge	5 50	6 35
14 gauge	5 35	6 35
12 gauge	5 20	6 35
10 gauge	5 10	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 50	7 00
26 gauge	7 25	6 75
24 gauge	6 65	6 35
22 gauge	6 30	5 90
18-20 gauge	5 60	5 75

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 00
20 x 28 IC, 112s	16 50
20 x 28 IX, 112s	18 50
20 x 28 IXX, 5s	10 50
20 x 28 IXXX, 5s	11 25

TERNE PLATES

20 x 28 IC, 112s	16 00

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

EASIER PRICES ON GRINDSTONE FIXTURES

Montreal

Easier prices are now quoted on grindstone fixtures, and the 15 inch will now sell at $6.80, 17 inch $7.20 per dozen.

BUSINESS IN STEEL TRADE OF SPASMODIC NATURE

Montreal

Prevailing business in iron and steel is now described as spasmodic on the local market, this week being somewhat duller than the previous week. There is, however, more interest in general now apparent, and distributors look for a continued improvement as the weeks pass. Base prices on the various lines remain as formerly, these being quoted on smaller purchases, while a further slight concession is offered for attractive inquiries. The same might be said for conditions at the mills, where quotations are nominally unchanged. Following are prevailing prices.

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

SLIGHT IMPROVEMENT IN LEAD PRODUCTS MARKET

Montreal

Improvement, both in volume of business and market tone is recorded in the situation of lead and zinc products. Sales have shown a gradual increase from the past quiet weeks, and while there is still room for further improvement, dealers are now more optimistic in their vews of spring trade. A commencement of building operations, it is felt, will bring about the required stimulus for these products. The undertone of the market is on a steadier basis, due to metals on primary markets showing a slight improvement in the past two weeks. Prevailing quotations on most metals are now at a low level, and it is felt that a steady, healthy gain should be made during the following months. Present prices are the following;

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.

Solder, guaranteed, lb.	0 27
Do., strictly, lb.	0 25
Do., commercial, lb.	0 22
Do., wiping, lb.	0 23
Do., wire, lb.	0 35½
Zinc shets, casks	0 11
Do., broken lots	0 11½

PRACTICALLY NO CHANGE IN BOILER TUBES

Montreal

There is little or no change in the situation on boiler tubes, the movement being described as only fair, and quotations on the various sizes remaining unchanged. Although a revision to lower levels is anticipated in some quarters, there is no indication of such a change in prices on the local market as yet. Following are existing quotations;

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	30 50
3½ inch	52 50	34 75
4 inch	65 00	44 00

NO FURTHER CHANGE IN BRASS AND COPPER GOODS

Montreal

Current prices on brass and copper rods, sheets and tubing remain at the revision of last week, when all lines showed a slight reduction. Copper on primary markets, has improved slightly during the past few weeks and this week it reported as having settled on a much steadier basis, for the present at least. Business in these lines is still of a limited nature, although the next few weeks is expected to bring a better buying movement. Following are the quotations at the revision;

BRASS—	Base.
Sheets, base	0 24
Rods, base ½ to 1 in., round	0 22
Tubing, seamless, base	0 30
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 29
Soft sheets, plain, 16 oz., and heavier	0 32
Plain tinned, 16 oz. and heavier	z0 36
Polished, and tinned, 16 oz. and heavier, lb.	0 41
Tubing, lb.	0 32

Above prices are full sheets and bars. Cut sheets and bars are 5c. per lb. higher.

QUIETNESS STILL EVIDENT IN RANGE BOILER MARKET

Montreal

Little improvement can yet be reported in the movement of range boilers, dealers still stating that the volume of business is limited. It is felt that a revival in building operations is now necessary for an increase in sales of boilers, as dealers orders are for small quantities, required principally for repair work. The situation locally with regard to prices is still unchanged, some firms adopting the new price scale, while others are quoting former net list. With only a fair amount of business, dealers appear little concerned over the variation existing, but are awaiting a more active demand, when it is felt the situation will gradually right itself.

TENDENCY TO IMPROVE IN INGOT METAL MARKETS

Montreal

Changes in the ingot metal markets this week have not been very great, although there is a tendency toward improvement, which, it is hoped, will lead to a steadier situation. The London market is still largely dominated by fluctuations in exchange, and the decline in Sterling tends toward improvement in price.

TIN.—This metal continues irregular with little actual change in price, and there seems little chance of any great change at present. With such heavy stocks hanging over the market, no great improvement, either, can be expected in the immediate future. Local quotation is unchanged at 34 cents.

COPPER.—Copper is firmer both in London and New York, and producers are firmer in their ideas at 13 cents for refinery. London market has advanced about £3 over the low mark, but this is partly due to the decline in exchange. Locally, there is little demand and the market is dull at 16¾ cents for electro, 16½ cents for casting.

SPELTER.—London continues to advance and is the strongest metal there. East St. Louis is also firmer at $4.62½, and it would not be surprising to see the advance go slightly firmer. Local market is quiet at 7 cents.

LEAD.—There is no new feature to this metal, the market being quiet both in London and East St. Louis. Production is just about in line with consumption, and there seems little likelihood of any change in price. The local market is also little changed at 6¾ cents.

ANTIMONY.—Antimony fails to show any improvement, in spite of the fact that prices are at an exceedingly low level. Stocks are still comparatively light, but quite ample for present demand. Chinese is still quoted at 6¾ cents, high grade English at 7¾ cents.

ALUMINUM.—There is little or nothing new in this metal, it remaining very quiet with quotation unchanged at 24 cents.

Toronto Markets

TORONTO, March 9.—Lower prices are announced this week on black oil, both Summer and Winter grades recording a recession of two cents per gallon. A reduction is also noted on parrafine. The easier tone remains in copper products generally, owing to the recent developments in the primary steel markets, but no price revisions have yet been recorded. A quiet situation still prevails in scrap materials, while current interest in the ingot markets centers around copper and tin with fluctuations in these metals attracting direct interest as well as affecting the market trend in other finished products.

Orders for bar iron and steel are on the increase, with general improvement manifest in this phase of the industry. The sheet business is also reported on the road to recovery, more orders of a small nature aggregating better tonnage for distributors. The volume of Spring trading is stated to be coming along in a fairly satisfactory manner, and given the incentive of an early season may provide an opportunity for exceeding the average expectations in this direction.

LOWER PRICES ON BLACK OIL AND PARRAFINE

Toronto

Reductions of two cents per gallon is announced this week on both summer and winter grades of black oil, this revision bringing quotations to 21 and 22 cents per gallon respectively, which prices are subject to the usual discount of 15 per cent.

A downward change has also been recorded on parrafine, this oil showing a drop of three and a half cents per gallon, thus reducing the prevailing level to twenty cents per gallon. These revised quotations are contained in the current market pages.

There has been no further development in either fuel oil, gasoline, or other refined grades of lubricating oils. The slightly firmer tone recently recorded on the primary gasoline markets, still remains, this factor being generally attributed to the seasonal increased demand.

ORDERS FOR BAR IRON AND STEEL ON INCREASE

Toronto

There is little new to record in bar iron and steel although the general improvement is manifest in this phase of industry, as noted in recent reports. Producers, however, still present the claim that bar iron and steel is being sold below cost at the prevailing base price of $2.75, and that every order taken at this level means a loss for either mills or distributors. Competition from American producers is described as very keen in this direction, and it was the meeting of lower prices in southern markets which caused domestic quotations to recede to their present levels. The volume of orders is stated to be on the increase, and while purchasers are still cautious and order in moderate quantities, yet the aggregate is described as reaching a fairly respectable total. Following are the average unchanged local prices:

IRON AND STEEL—	
Mild steel bars base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

IMPROVEMENT LOOKED FOR IN SOIL PIPE TRADE

Toronto

While conditions are naturally of a moderate nature in soil pipe and fittings at this time of the year, renewed activity in these products is generally looked for in the near future. With weather conditions showing signs of improvement, preparations are now under way in many quarters for the commencement of moderately extensive building programs, and activity in this direction is naturally expected to reflect on the future demand for soil pipe. Primary market conditions remain unchanged, with the discounts on the domestic centres still showing signs of variation. Following are the average local quotations:

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

MODERATE MOVEMENT IN PIPE FITTINGS

Toronto

The current demand for pipe fittings generally shows a fairly moderate number of small orders, which are chiefly of a sorting nature. The total volume however, is described as "nothing remarkable." Improvement is looked for in this direction, especially with any noticeable expansion in future building operations during the spring and summer periods. Following are the general average quotations which remain at the recently revised discounts on these products:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ⅛ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	50%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	60%
Do, 4½ inch and larger	50%
Do., running thread	30%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

	Black	Galvanized
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

SHEET BUSINESS ON ROAD TO IMPROVEMENT

Toronto

While there are no orders of outstanding importance, yet recent weeks have brought out more evidence that the sheet business is on the road towards improvement. More orders are being sold below cost at the prevailing base placed, and while these are mainly for small quantities, yet they result in three things: they indicate better things for future months; aggregate more tonnage, and this latter condition is reflected in more activity among the mills. Sheet and tin plate are now numbered among the most active items in demand in semi-finished steel products. The volume of inquiry has recently been greater, this factor being described by distributors as an indication of potential trade. Quotations are nominally unchanged at the following levels:

BLUE ANNEALED—

10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65

BLACK—

18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis
28 gauge	8 00	7 00
26 gauge	7 75	7 25
24 gauge	7 35	6 85
22 gauge	6 90	6 40
18 and 20 gauge	6 75	6 25
Premier and Apollo.		
10¾ oz.	6 00	6 75
U. S. 28 base	5 60	6 35
U. S., 26 gauge	5 30	6 05
22 and 24	5 15	5 90
18 and 20	5 00	5 75
16	4 85	5 60
12 and 14	4 70	5 45

An extra 40c. per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.
An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

PLATES, CANADA—

Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 sheets	9 00

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	14 00
IXX, 20 x 28, 56 sheets	16 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	12 00

ADD FIFTEEN GALLON RANGE BOILER TO LIST

Toronto

There is very little variation to record in the range boiler markets, with current trade continuing of a quiet nature at this time of the year. While it is claimed that the recently revised list prices and discounts are not yet general in certain quarters, yet the net prices on these products are practically the same in each instance. The fifteen-gallon size has also been added to the list at a quotation of $14.00. The smaller sizes are said to be practically the only boilers showing any signs of activity. Following is the nominal list, with discounts for standard and extra-heavy weights:

RANGE BOILERS—

5-gallon	$ 13 50
12 to 15 gallon	14 00
18-gallon	15 00
25-gallon	16 50
30-gallon	17 50
35-gallon	20 50
40-gallon	22 75
52-gallon	38 00
66-gallon	60 75
82 gallon	74 00
100-gallon	103 00
120-gallon	117 00
144-gallon	164 00
168-gallon	187 00
192-gallon	210 00

Discounts, Standard weight, 50 per cent. Extra heavy, 40 per cent.

EASIER TONE REMAINS IN COPPER PRODUCTS

Toronto

As outlined in previous market reports, an easier tendency is reflected in the copper and brass product markets due to the price recessions recently evident on the primary metals. With a continuation of this feature, some developments in quotations on sheets, rods and tubing are looked for in certain quarters, but manufacturers and distributors of these products are generally awaiting the definite trend of the basic markets. Local prices are meanwhile remaining at the following unchanged levels:

BRASS—

Sheets, base, per lb.	$ 0 23
Tubing, base, per lb.	0 25
Rods, base, per lb.	0 20

COPPER—

Rods, base, per lb.	0 26
Soft sheets, plain, 16 oz. and heavier, lb.	0 30
Do., plain tinned 16 oz. and heavier, lb.	0 37
Do., polished and tinned 16 oz. and heavier, lb.	0 42
Tubing	0 29

SMALL ORDERS PREVAIL IN COMPRESSION GOODS

Toronto

Quotations on compression goods are at present remaining at the recently revised levels. Trade in these products has been chiefly of a sorting character, wtih distributors noting some slight improvement in the number of orders since the completion of inventory period. The total volume, however, is described as small. Prospects for a more extensive construction program generally through the Spring and Summer seasons is looked upon as the forerunner of better activity in compression work, and the sign of a larger volume of business in the near future. Following are current quotations:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	35%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard	43%
Globe, angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25|10%
Jenkins Globe	19|10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco, swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	38%
Webber gate valves	33%
Emco gate valves, standard	25%
Do., Do., Do., J. D.	33%
Emco Globe valves, std.	25%

BASIN COCKS—

No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	50%
No. 3623, plain or index handle	34%

BETTER TRADE NOTED IN BOILER TUBES

Toronto

While the current condition of the boiler tube market is described as nothing extraordinary, yet an improvement in the volume of prevailing business has been recorded in some quarters. Boiler tubes are reported to be moving well, in the smaller sizes, with trade quite moderate in the larger sizes. This

betterment has been evident since the recently revised prices on tubes came into effect, but is naturally expected to develop at this time of the year. Quotations are generally unchanged at the following levels:

BOILER TUBES

	Seamless	Lapweld
1 inch	24 75	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	.....
2 inch	24 50	20 00
2¼ inch	27 75	23 00
2½ inch	32 50	23 75
3 inch	40 00	30 00
3¼ inch	50 00	32 50.
3½ inch	52 50	34 25
4 inch	65 00	43 50

LEAD PRODUCT PRICES REFLECT BASIC TRENDS

Toronto

There has been no further change in prices on lead and zinc products, but recent developments on the primary metal markets attract special attention. Tin prices are considerably easier, and a similar trend has recently been apparent in spelter. Lead quotations, however, are holding their own, this metal awaiting an improved foreign inquiry, where current stocks are described as low.

LEAD AND ZINC GOODS—

Lead pipe, list, per lb.		0 12½
Lead waste pipe, list, per lb.		0 13½
Do., over 8 in., list, per lb.		0 14½
Lead pipe is subjected to a discount of		10%
Lead traps and bends		10%
Lead sheets 4 to 6 lbs. sq. ft in rolls, lb.		0 09
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 32½
Do., strictly, lb.		0 22½
Do., commercial, lb.		0 21
Do., guaranted, lb.		0 24
Do., wiping, lb.		0 21
Zinc sheets, per lb.	0 09	0 10

IMPROVEMENT EXPECTED IN EAVESTROUGH ORDERS

Toronto.

Improvement in the volume of eavestrough and conductor pipe sales is looked for in the near future by manfacturers and distributors of these products. The advent of Spring weather has stimulated early activity in advancing construction programs, and more extensive developments in the direction of building homes and other erections is generally expected. Quotations on these lines are being maintained at the current discount leve's given as follows:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth: Per 100 ft.

8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated. Per 100 ft. in 10 ft. lengths.

2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

ELBOWS (Conductor)

2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

QUIET SITUATION STILL PREVAILS IN SCRAP

Toronto

Cast iron scrap still remains firm and the demand is fairly brisk. Steel scrap, however, is very quiet and shows no signs of immediate development. There is no change in prices, but those quoted are purely nominal.

The copper scrap market is exceedingly dull. There are large stocks held by dealers who will not sell at present values, and these stocks prevent dealers from purchasing other material which comes in the market. Other metals a'so have been dull, the tendency being to await developments in the virgin field. The rubber business is stagnant, and practically no sales have been made recently. Following are average local quotations for fairly large quantities:

SCRAP MATERIALS

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 75	16 75
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 50	4 75
Tea lead	2 00	2 50
Scrap zinc	4 00	4 25
Scrap Rubber		
Boots and shoes	2 50	2 75
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

INGOT METAL INTEREST CENTERS ON COPPER

Toronto.

Fluctuations in copper and tin continue to supply the feature developments metals have undoubtedly attracted recent attention, as we'l as affecting other market trends. Tin is now quieter with the fluctuations less erratic. In copper a slightly stronger tone again prevails with producers being reluctant to sell at the prevailing low levels. The lead market is described as firm, with the demand continuing steady.

COPPER.—Some sentimental firmness is reported to be entering into the current copper situation and thus serving to halt the marked anxiety to unload which featured recent developments in this metal. This condition has been assisted slightly by the reported likelihood of producers refraining from going back to immediate full capacity production. There is only a moderate demand, and prices on the primary markets are considerably below the levels recorded a few weeks ago. Locally, the quotations remain between 17 and 17½ cents.

TIN.—The recent sharp fluctuations in the London market, coupled with the uncertainties of Sterling exchange, are reported to have dampened a certain degree of trade interest in this metal. Fairly large supplies are said to be available, which has to some extent accounted for recent easier price levels. The local price remains at 35½ cents.

LEAD.—An increased interest in primary lead markets has resulted in a slightly firmer tone in some quarters, own, and prices are nominally unchanged. Quotations on the local market continue at $6.75.

SPELTER.—A little more inquiry for spelter is reported from galvanizers and brass mills, but this condition is of a minor character with general business still being s'ow. A slightly firmer tendency is recorded in southern centres, but local prices continue unchanged at $7.00.

ANTIMONY.—This market has developed further signs of weakness, due to the absence of domestic demand. Local quotations remain at the recently lowered levels of 8 and 9 cents.

ALUMINUM.—Demand for aluminum is described as slowly increasing, but such a movement is so slow that it is hardly noticeable, and certainly is not of sufficient extent to affect prices. The average local figure remains in the neighborhood of 27 cents, with other domestic markets quoting even lower levels.

London Markets

LONDON, March 9.—New lower prices have been issued this week on a number of important lines, including wire nails, fence staples, oiled and annealed wire, horse shoes, turpentine and many sundry hardware commodities.

Current trade in this district is described as seasonably good, with the approach of the Spring weather tending to speed up preparations for renewed activity in trade circles generally. Collections are reported as good.

EXTENSION BIT PRICES TEN PER CENT LOWER

London, Ont.

A reduction has been announced this week on the Millers Falls line of bit extensions, the new prices being approximately 10 pe cent.. lower. The revised quotations follow:

BIT EXTENSIONS

No. 5 x 15", $1.95 each. 18", $2.00. 21", $2.10.

REDUCTION APPEARS IN TURPENTINE PRICES

London, Ont.

Due to the easier tone recorded in the primary turpentine markets, local prices on this product receded to the extent of five cents per gallon during the week. This change now brings quotations to the following levels, with a moderate de-

mand being noted:

TURPENTINE—	Imp. Gal.
1 bl. lots	1 35
2 to 4 bbl. lots	1 34
5 gal. lots	1 50

FIRMNESS MAINTAINED IN LINSEED OIL

London, Ont.

While some fluctuations are occurring on the flax seed markets, yet the primary strength in linseed oil is being generally maintained, and current prices show very little change.

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 15	1 18
3 to 5 bbls., per gal.	1 14	1 17
6 to 9 bbls., per gal.	1 12	1 15

Less barrels, add 15 cents gal.

REDUCTIONS ANNOUNCED ON WIRE NAIL PRICES

London, Ont.

Revised quotations have been announced on wire nails, the extent of the decline being 25 cents per keg. This change is generally attributed to the easier tone in wire and wire product markets. Following are the new prices:

WIRE NAILS

$3.65 base, London.
$3.65 base, Collingwood.
(Freight allowed.)
$3.65 base, Windsor, Walkerville, and Sandwich.
(Carload freight allowed.)

REVISED PRICE LEVELS ON FENCE STAPLES

London, Ont.

A reduction of 25 cents per 100 lbs. has been announced on fence staples. This change follows in conjunction with the recent easier prices on various wire products. Following are the revised quotations:

FENCE STAPLES

Bright, in kegs, $4.15 per 100 lbs.
Do., in 25 lb. boxes, $5.15 per 100 lbs.
Galvanized, in kegs, $5.15 per 100 lbs.
Galvanized in 25 lb. boxes, $6.15.

TWENTY-CENT REDUCTION ANNOUNCED ON WIRE

London, Ont.

Both oiled and annealed wire are now quoted at a reduction of 20 cents per 100 lbs. This change is practically uniform in this line of goods, reflecting the easier trend on the primary wire markets. The new quotations follow:

No. 11 $3.87 per 100 lbs.
No. 12 $3.95 per 100 lbs.

REDUCED PRICES NOTED ON HORSE SHOES

London, Ont.

Lower quotations are now in effect on horse shoes. The revised prices on these products are as follows:

HORSESHOES— Price per keg.	Sizes made larger than Patterns	No. 2 less 20c.	No. 1 smaller
Light iron	0-7	6 90	7 15
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "XL" steel	0-4	8 75	all sizes
Special-countersunk	0-4	8 75	....

Packing—Up to 3 sizes in one keg, 10c. per 100 lbs. extra. More than 3 sizes, 25c. per 100 lbs. extra.

F.o.b. Montreal, Belleville, and Hamilton.

CARPENTER TOOL SALES REGISTER IMPROVEMENT

London, Ont.

The sale of carpenters' tools of various kinds is reported to be showing some improvement lately. This is particularly noticeable as regards hand saws, planes, bit braces and screw-drivers. The improved demand is attributed to the recent price lowerings on these products in some quarters.

EASIER PRICE NOTED ON HAND SAW SETS

London

The Taintor line of hand saw sets are also lower in price. The revised quotation on the No. 7, being $15.75 per dozen.

SEASONABLE DEMAND FOR PUTTY NOW RECORDED

London, Ont.

With present prices firm, a good seasonable sale is generally reported for putty. A fair period of activity is looked for in this product. Following are present prices:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 55
Pure, 100 lb. drums	7 80
Do., 25 lb. drums	8 05

QUOTATIONS SLIGHTLY LOWER ON ALARM TILLS

London, Ont.

A reduction which averages approximately 7½ per cent. has been made on the Tucker make of alarm tills. The No. 533 is now priced at $5.35 each.

Winnipeg Markets

WINNIPEG, March 9.—The number of price changes is relatively smaller this week. While some revisions have been noted in certain eastern quarters, yet these changes have not yet affected the western markets. The tendency towards gradual reductions still remains, but price developments are of a slow nature at present. Current trade is a little brighter this week, with both merchants and distributors anticipating a moderate improvement for Spring business.

EXPECT BETTER DEMAND FOR PIPE FITTINGS

Winnipeg.

The various lines of pipe fittings remain at unchanged quotations, with very little change having been recorded in the primary market conditions. Current sales are described as moderate, with some improvement and a better consuming demand being generally anticipated with the advent of more seasonable weather conditions. Following are prevailing discounts on these products:

PIPE FITTINGS

Malleable, class A, 65% off. Class B & C 70% off.

Union Elbows and Tees, 60% off. Unions, 45% off. Unions, Dart, ¼ to 2", 25 and 10% off. ⅛, 2½ to 4", 20%.

Cast Iron Fittings, Elbows, Tees, Crosses, Saturn Bands, Caps and Lock Nuts, 25% off.

Bushings, 30%off; Plugs, 25% off.

Nipples, closed, short 4" and smaller, 40% and 10%. 4½" and larger, 30 and 10%, Do., Long, 4" and smaller, 50 and 10%; 4½" and larger, 40 and 10%.

STEADY TONE NOTED IN LINSEED OIL PRICES

Winnipeg.

Quotations on linseed oil have remained fairly steady at the recently advanced levels. During the past few weeks no further change has been recorded. The prevailing quotation is $1.20 per gallon for raw, and $1.23 for boiled.

HIGH LEVELS REMAIN ON TURPENTINE MARKETS

Winnipeg

Turpentine quotations still remain at the recently revised levels of $1.55 per gallon in barrel lots. The firm undertone to the primary markets however, is more or less in evidence, and while the strength continues at southern distributing centres, little further revision is looked for.

REVISED LIST PRICES ON AXLE GREASE

Winnipeg

Through the issuing of revised list prices on axle greases, this product is now quoted on easier levels. Following are the new list quotations, which are subject to a discount of ten per cent.:

AXLE GREASE

Diamond	each
48-lb. list	6.45
10-lb. do.	1.30
15 lb. do.	1.75
25 lb. do.	2.65
Mica	
48-lb. List	7.10
12-3 lb. do.	5.05
24-3 lb. do.	9.85.
12-5 lb. do.	8.25
6-5 lb. do.	4.40
10 lb. do.	1.65
15 lb. do.	2.25
25 lb. do.	3.30

Half barrels, 8.35 per 100 lbs.
Barrels, 7.75 per 100 lbs.

EASIER PRICE LEVELS ON FIBRE DOOR MATS

Winnipeg.

A reduction is recorded this week in the quotations on cocoanut fibre door mats. Following are the revised levels on these products:

FIBRE DOOR MATS

No. 1	10.65 per doz.
No. 2	13.40 per doz.
No. 3	17.00 per doz.
No. 4	21.0 per doz.

LOWER QUOTATIONS GIVEN ON FORMALDEHYDE

Winnipeg

Now quotations for the season of 1922, have been announced on Formaldehyde.

FORMALDEHYDE

2 lb. jugs	55 each.
5 lb. jugs	1 30 each
10 lb. jugs	2 40 each
100 lb. kegs	22½ per lb.
200 lb. kegs	21 per lb.
400 lb. kegs	18 per lb.

Hamilton Markets

HAMILTON, Ont.—Gross sales of hardware lines by both manufacturers and jobbers, continue to record a weekly increase in volume. The movement of spring mechandise, in the city and country districts, is now reported to be greater than at any time this year. Small orders continue to prevail in the majority, but there has been such a remarkable increase in the total number of such current orders, that the aggregate shipment is described as reaching a fairly satisfactory figure.

In other specific quarters, trade is reported to be opening up, with the larger percentage of buying in recent days supported with an increase in the volume of inquiry, which is taken to indicate that potential business will soon be apparent.

While some improvement in current trade conditions is naturally looked for at this season of the year, yet it has been stated in various quarters that the present spring business is even a little better than generally anticipated. While many optimistic expressions have often been recently apparent, yet only moderate results were expected in many directions. The varying reports show that business is attaining a gradual but noticeable expansion.

Selling Below Production Cost

There is little new to record in the steel industry, although the general improvement is manifest in this phase of the trade also. Producers, however, still present the claim that bar iron and steel is being sold below cost and that every order taken at the present level, means a loss for both the mills and distributors. Competition from American producers is described as very keen in this direction, and it was the meeting of lower prices on United States markets, which caused domestic quotations to sag to their prevailing high levels.

The seasonal demand for sheets and plates is stated to be coming along in a satisfactory manner. It is generally felt, however, that if manufacturing consumers of these products were more confident regarding the future increased demand for their individual finished lines, or had greater faith in their personal selling ability, combined with the required facilities to locate and supply consuming markets, then a further proportionate increase would naturally be recorded in the prevailing demand for the raw materials.

Recent Price Developments

The recent easier prices on wire and certain wire products have attracted special attention to this development, and the primary causes for the reductions, provide a leading factor in market circles. Such lower quotations originally developed in the American centres, where price shading between the Steel Corporation and independent mills resulted in the general downward movement. Which particular phase of the steel industry will next experience price developments of this nature, is affording speculators a subject for keen attention.

An interesting feature is recorded in the manner of judging prevailing business progress. Owing to the changing trade conditions during recent years, the methods of measuring progress—or otherwise— are stated to have recently been revised in various quarters. Not that yearly records are ignored altogether, but some manufacturers are now adopting the principle of comparison with the previous month only. While keeping before them the available records covering corresponding periods in recent years, yet the fact is also borne in mind that those particular seasons were abnormal circumstances. The opinion has been expressed that in getting back to more moderate standards, any increase, however slight, over the previous month's figures, should be regarded as sufficient evidence of tangible improvement in both primary and immediate surroundings, and should also be treated accordingly.

Pittsburg Markets

PITTSBURG.—On the whole buying of steel products has fallen off somewhat in the past week, this being the first recession since the market began to grow more active, at practically the beginning of January. The decrease is not seen in every line, but it is moderately general. However, the experience is too short to justify any conclusion that the market has turned quiet, for there are naturally ups and downs. According to the best judges a period of 30 days should be allowed to elapse before any definite judgment is formed.

The quieter market just at the moment, sounds a proper note of warning and emphasizes a fact that has already attracted some attention, that the increase in demand during January and February was very rapid indeed, surprisingly rapid even to those of most sanguine temperament.

The magnitude of the increase in demand that has occurred is brought out by comparing ingot production rates. The rate now is about 29,000,000 gross tons a year. Last July, at the low point, it was only 10,000,000 to 11,000,000 tons. It was stated in well posted quarters that the liquidation of stocks of steel in the hands of buyers was practically completed by October 1, and production in October and November, representing last autumn's seasonal demand, was at 23,000,000 tons a year. Then at the end of December the rate was down below 18,000,000 tons, perhaps no more than 16,000,000 tons in the holiday week. Production during the entire year 1921 was approximately 19,500,000 tons. With a rate of 29,000,000 tons the first week in March one can see what a sharp increase has occurred.

Early in January there developed fresh price cutting, competition becoming particularly severe, even for relatively small orders. In some lines it seemed as if there were no order so small that some mill was not willing to cut the "regular" or open market price a trifle in order to get that tonnage. As stocks in the hands of buyers were thoroughly depleted, and such attractive prices were being quoted, it would not be unnatural for buyers to replenish their stocks in a moderate way, to a level that would enable them to conduct their business efficiently and economically. Some of the heavy production of the past few weeks may have been on this account. This is merely deduction or theory, for it should be noted that the mills do not admit that their customers have been stocking at all. According to the statements commonly made by the mills the evidence of their order books is that the steel shipped from day to day has been going immediately into consumption.

Steel Prices. The fact that the price of a given finished steel product is low by any comparison is no criterion that it reached the rebound point. This is exemplified by a comparison between black and galvanized sheets on the one hand and bars, shapes and plates on the other. At the beginning of last December sheets stood at 3.00c. for black and 4.00c. for galvanized, while bars, shapes and plates were 1.50c., with possible concessions on attractive orders.

RE-MODELLING STORE INTERIOR INCREASED HARDWARE SALES 25%

Many hardware merchants have debated the question as to whether or not their store interior could be laid out to better advantage.

In next week's issue of Hardware and Metal, appears an illustrated article showing how Robertson, Foster and Smith, of St. John, N.B., increased business substantially by remodelling their store and installing new equipment.

R. Chestnut & Sons, Fredericton, N.B., have developed half a million dollar turnover with limited store space, by the use of several ideas for saving space.

Every merchant interested in increasing his turnover will find something of value in these as well as in the host of other splendid articles to appear. Don't forget next week's issue (March 18) is the Annual Spring Number.

Educating the Public to Use Paint and Varnish

"Public Opinion" an Important Force When Turned in Right Direction—A Natural Law Which Can Be Applied in Educational Work Along Lines of Using Paint and Varnish—Public Have More Appreciation of Pleasing Appearance Than Convention

By ERNEST T. TRIGG, Chairman U.S. Save the Surface Campaign

SOMEONE once said: "Experience is the Best Teacher." Upon occasion, both appropriately and inappropriately, we repeat this adage. We should be more accurate if we were to say, "Experience is the most convincing Teacher." But even then we would be only partially truthful, for I believe you will agree that there are other very potent educational forces, which, in some cases, in our modern society, are more far-reaching than individual experience.

The effectiveness of experience as a teacher is diminished because of her limitations. Experience may be one-sided and develop in her pupil distorted, unsymmetrical character. She may repeat the same lesson over and over, in spite of our best efforts, and become not only a disagreeable preceptress, but an inefficient one as well. Upon occasion, experience may become laggard and neglect us entirely.

Experience, when she teaches, does so in a most convincing manner. She is convincing because she is realistic; she speaks in concrete terms. And realism and concreteness beget interest and attention.

Public Opinion

Besides experience, there is another great educational force of the most far-reaching influence, which we sometimes call "Public Opinion." Legislatures may deliberate and eventually enunciate a code of behaviour affecting the lives of everyone of us; but unless the law is backed by public opinion, it is impotent—it will not be enforced.

We like to assert that we are "free agents," but our ethical and moral relationships are founded largely upon public opinion. In the case where public opinion eventuates in a condition which is beneficial and pleasurable, the combined effects of public sanction and personal satisfaction constitute an almost invincible force. Experience may teach us that a certain action results in slight physical injury, and we may persist in the practice notwithstanding. But let public opinion express itself, and a very brave or callous heart is needed if we are to run counter to its mandates.

Now it happens that public opinion is pliable. Like glass, it can be slowly bended. Where a sudden shock would have a shattering effect, a slow, persistent pressure will produce almost any desired result. And the rapidity with which the change can be accomplished will be closely proportional to the degree of truth embodied in the force at work.

This natural law applies as fully in the education of paint and varnish consumers as in the education of any other group. There is probably no commodity more universally used than paint and varnish. Everyone is familiar with it, with its appearance and, in a more or less ill-defined way, with its uses. To the esthetic sense, paint is a beautifier, whether it be on house or canvas. To the engineer and scientist, paint and varnish appeal as surface protectors and conservers of wealth.

Like Beauty Better Than Conservation

I suppose I would be justified in saying that on the average, we are not very highly specialized either esthetically or scientifically. But in general, we seem to have a greater inherent appreciation of conservation of property.

For instance, most people, upon seeing a dilapidated building, will remark as to its ugly appearance, rather than as to the condition of the material structure. We are depressed by a gloomy environment. We are uplifted by pleasing surroundings and harmony of color. It is, therefore, quite natural that the consuming public, which has caused the manufacture of paint and varnish to develop into one of our greatest industries, should have placed the emphasis upon the improved appearance of surfaces covered with these products, rather than upon their protection from decay and attrition. It is only recently that serious consideration has been given by the general public to the great value of paints and varnishes as preservative materials.

If our products were to be used for beautifying purposes only—that is if there were no need for surface protection—tones and tints would perhaps be the major consideration involved in the manufacture of these products. But when emphasis is placed upon paints and varnishes as protective films, which are really to serve as a shield between our property and the onslaught of the elements, the question of the ability of these surface coaters to withstand attack becomes one of commanding importance.

High Specialization

The doctor is successful to the degree that he is specific. And the practice of medicine and surgery has become so complex that to be specific means to be a specialist. The conditions under which paint and varnish must stand up are so diverse that the manufacture of them is attended by a similar high specialization. Paint, deserving of the name, has to be made according to prescription. The prescription can be determined only after detailed study, not only of the disintegrating forces to which it will be subject, but also of the surfaces to which it will be applied.

The demand for and requirements of surface coaters are multitudinous. They are required for preserving surfaces of every conceivable type. They must withstand successfully exposure to a legion of destructive agencies.

Probably no other article of public consumption requires so much research and technical skill in manufacture as do modern paints and varnishes. By modern paints and varnishes, I mean those which are purposely made, with precision, for specific purposes of the most exacting nature. For instance, the manufacturer of cement selects his cement-rock, limestone and coal with a view to a standard quality of cement; the iron master gives attention to the character of his ore, fuel and flux purposely to produce a standard quality of steel.

These comparatively simple considerations, complicated in special cases by the introduction of a limited quantity of other ingredients required for special products, constitute about all that the makers of these two important commodities have need to worry about from the standpoint of raw materials.

A Complicated Matter

Let us look for a moment at the paint

(Continued on page 58)

EDITOR'S NOTE

Public opinion has always been regarded as a very important and powerful element. Its value as associated with the paint and varnish industry and means by which the merchant may help to swing this important element to the correct appreciation of paint and varnish, are points dealt with in this interesting article by Ernest Trigg, Chairman U. S. Save the Surface Campaign.

The work of the Educational Bureau in assisting both manufacturers of paint and the consumers who finally use it, is also outlined as an example of what might be attempted on a smaller scale by the hardware merchant.

SERVICE

CONFIDENCE

FAIR DEALING

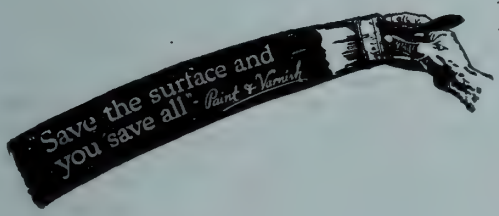
SERENITY

"Serene as a big city at the dead of night."

Serenity in our business life is one of the most necessary conditions to our steady and happy progress.

To have an unruffled faith in the integrity of those with whom you do business; to be able to repose a calm confidence in their standard of trade; to sense that peacefulness which arises out of years of satisfactory dealings.

To know always that you can depend on them for efficient and prompt co-operation in all that makes for, as near as possible, a perfect organization—in other words to have a *clear* mind, free from the bulk of the complaints common to Hardware Merchants and the worries caused from neglect—is to be serene.



Service—real Service, which embodies good goods, intelligent and unusual co-operation between the manufacturer, the retailer and the consumer—is the parent of serenity.

These are some of the thoughts which contribute to the merits of our *exclusive* proposition.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

EDUCATING THE PUBLIC

(Continued from page 56)

and varnish industry. There, we have a thousand chemical and earth pigments or colors, oils, resins, thinning liquids and waxes which enter into one or another of the products of this great industry. And each of these must be selected with the greatest care. Furthermore, the properties of each of these many raw materials must be made the subject of extended research in order that it may be used under varying conditions of combination with other ingredients, always in a precise and perfectly effective manner.

Because of these conditions, the outer reaches of possibility in the paint and varnish industry have never even been glimpsed. Through tedious centuries its technique has slowly evolved. More recently this ancient heritage has been builded upon by intrepid spirits, who dared to vision a new era in manufacturing methods. Through the farsightedness of these leaders, surface coaters, made according to specific prescriptions, are now being produced by a number of leading manufacturers.

These manufacturers are always vitally interested in any scientific discovery which has the possibility of throwing light upon one or another of our many difficult problems. As manufacturers, we have shared such information with each other. This has been a necessary step in bringing our technique to a sufficiently advanced point to warrant our later steps toward the education of paint and varnish consumers.

Wide-Spread Demonstration

As a result of this policy, the paint manufacturers organized an Educational Bureau. In their preliminary study, which was made to determine what initial activities of the Bureau would be most conducive to carrying out the work for which it was organized, the members of the Bureau became convinced that a policy should be adopted by which information should be supplied not only to the members of the Association, but to the consuming public as well. The need was early felt for wide-spread demonstrations which would call the attention of the public to the economic, as well as to the aesthetic, value of paint.

One of the earliest activities of the Bureau was in connection with the liquids required in paint manufacture. At intervals, for many years past, the industry has been menaced by shortages of the flax crop. Upon such occasions, not only legitimate and intelligent attempts have been made to utilize other vehicles, but persons who have been actuated by short-sightedness and cupidity, have often taken a temporary profit through the substitution of inferior materials. The close study by the Bureau of this condition with all of its ramifications brought to light at least one important and several promising vehicles, previously unknown. There is, of course, attendant upon the introduction of new materials into the industry, both a promise for greater achievement and, in the hands of unscrupulous "il-dopers," a serious menace, especially when the price of linseed oil is high. In the hands of conscientious paint technologists, these new materials provide not only a reserve for emergencies, but also in some cases superior vehicles for new paint specialties. Further work of this Bureau will be dealt with later.

Paint Trade Notes

CHANGE IN STAFF OF OTTAWA PAINT WORKS, LTD.

E. J. Street, with some years of experience in the paint and varnish trade, has taken over the territory of "North Western Ontario," previously covered by R. D. Virgo for Ottawa Paint Works,

E. J. STREET

Appointed to the territory of North Western Ontario for Ottawa Paint Works, Ltd., succeeding R. D. Virgo

Limited. Mr. Street has been connected with the Ottawa Paint Works for a number of years on the Eastern Ontario Sales staff. In addition to his Canadian experience with the O. P. W., he was previously with the old established firm of Henry Matthews & Co., Ltd., Bristol, England.

WALL PAPER, VARNISH AND PAINT PAY FOR STOLEN LOVE

"Theodore Robinson, a blacksmith of New Kensington, will receive payment for the alienation of the affections of his wife in a novel fashion.

"At the last term of court, Robinson brought suit against Mehle E. Christy, manager of a wall paper store in New Kensington. The jury awarded the blacksmith $2.275. Judge McConnell, before whom the case was tried, cut the verdict to $500. This, Christy refused to pay.

"But the blacksmith was insistent and finally brought suit against the wallpaper store managed by Christy, seeking to recover the $500. Miss Elsie B. Christy, sister of the defendant then came forward and said she was the owner of the store and tried to prove in court her purchase which was consummated in 1917, and that her brother was merely manager. Attorneys for the blacksmith were victorious and the jury in the second suit awarded Robinson the goods described in the Sheriff's statement of claim.

"Robinson will receive 1,202 rolls of wall paper, 10 gallons of varnish, 320 gallons of paint, 24 dozen cans of paper cleaner, and 125 feet display screens of linoleum."

TURPENTINE CAUSES WHITE LEAD POISONING

A new point of view on the subject of white lead poisoning in the painting trade has been given by F. J. Penberthy, vice-president of Lowe Brothers, Toronto, paint manufacturers.

Mr. Penberthy states that poisoning from white lead is an affection greatly misunderstood even by experienced medical men. His own experience is that actual poisoning from white lead is a rare occurrence and that a large proportion of cases so named are in reality the effects of turpentine fumes.

PAINT MEN USE UNIQUE MEANS TO AID UNEMPLOYED

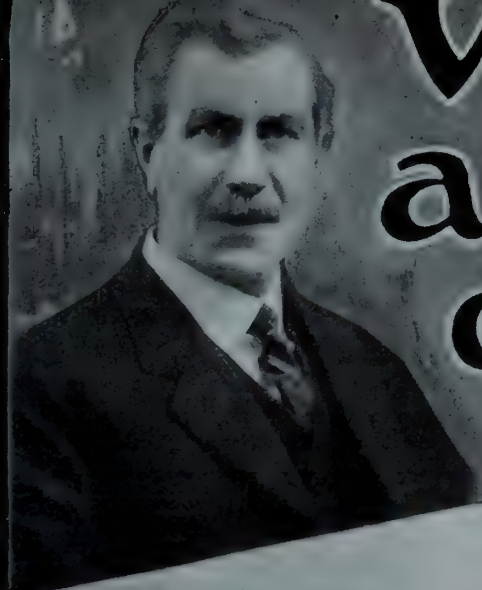
The Christian Council of Atlanta, Ga., an organization that has been accomplishing considerable good in relieving unemployment conditions, has announced that arrangements have been made with leading paint dealers of the city whereby credit will be extended responsible citizens for a period of six months and without interest, if the paint purchased on such credit is used on homes or buildings where employment will be given to men now out of work. The arrangement to extend credit in this way was made with the co-operation and assistance of the Atlanta Paint Club and the action is expected to prove of considerable aid in relieving unemployment in this city.

STEEL CORPORATION MAY CONTROL COAL

New Glasgow, N. S.—According to information in financial circles here, James R. Porter and J. T. Cummings, chief owners of the Mabou coal properties in Inverness county, are considering an offer made them for the acquisition of their holdings by the British Empire Steel Corporation.

Should the British Empire Steel Corporation succeed in acquiring these valuable coal areas it will control practically the entire coal fields in Eastern Canada. It is known that this company's engineers have recently submitted an exhaustive report on the Mabou properties to their organization.

What — a leading dealer says.



I do not hesitate to pronounce "Elephant Brand White Lead" absolutely the best

WALL PAPERS

E GLASS

PHONE QUEEN 498

W. J. CARSON
DEALER
PAINTER AND DECORATOR

OFFICE AND SHOWROOMS
291 LAURIER AVE. WEST

OTTAWA, CANADA 19th. December 1921.

The Canada Paint Co.,Limited,
MONTREAL,
Que.,

Gentlemen;-

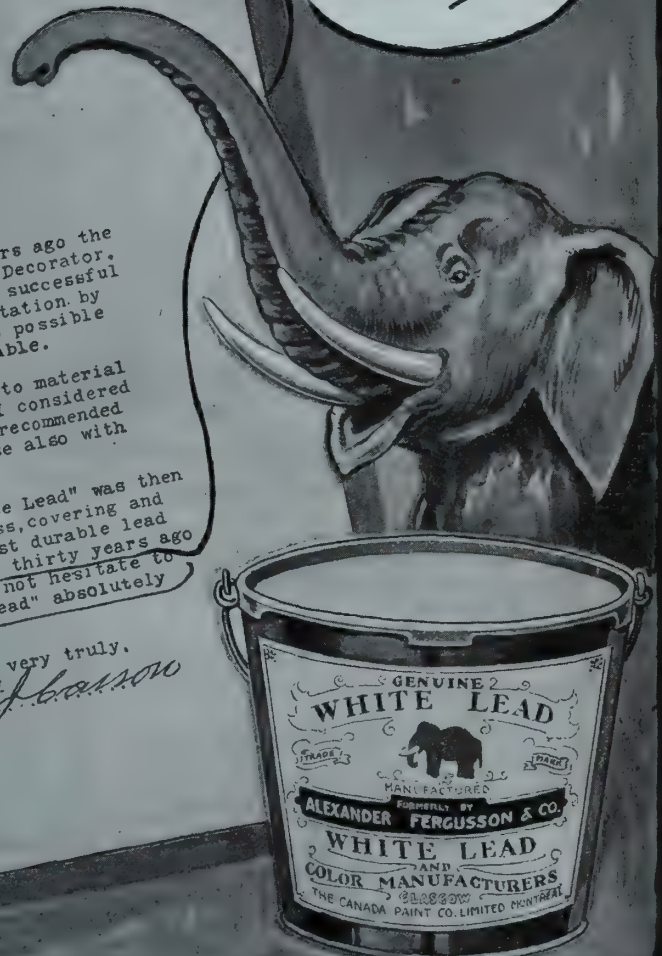
A little over thirty years ago the writer started his career as Painter & Decorator. Realizing that the only way to build a successful business,was to first establish a reputation by giving the public the best workmanship possible coupled with the best products obtainable.

My first selection,as to material was " Elephant Brand White Lead" as I considered it at that time stock that could be recommended to my customers and which I could use also with entire satisfaction.

"Elephant Brand White Lead" was then noted for its intensity of whiteness,covering and lasting qualities,making it the most durable lead on the market. What was true of it thirty years ago can be said of it to-day,and I do not hesitate to pronounce "Elephant Brand White Lead" absolutely the best.

Yours very truly.
W.J. Carson

WJC/P.



Weekly Paint Markets

Montreal

MONTREAL, March 9.—Developments in the local paint market this week, while without any actual price changes, are contained in the situation on turpentine and linseed oil. Turpentine, in Southern circles, has been displaying an easier tendency during the past week with quotations easing slowly from day to day. Demand has fallen off to an extent, especially European, with little interest also taken by domestic buyers. No alarm, however, is felt in this movement, as the active season is fast approaching and home consumption will in all probability be sufficient in a few weeks to take care of all receipts. Quotations on the local market are unchanged for the present, but a slight easing, in sympathy with prevailing conditions in the South, would not be surprising within the next week or so. Linseed oil prices are also unchanged, with the seed market continuing to fluctuate from day to day. There has been a slightly easier tendency in the past few days, and oil prices in one quarter were lowered one cent per gallon. This, however, is only considered a temporary movement by local crushers, and the undertone of the market is described as firm. World shortage of seed crop and increasing demand are said to be the two factors not allowing any great recession.

Window glass remains at former lower net prices on the local market, with no definite indications of a revision yet in sight. There is a movement on foot advocating higher prices, but whether this will develop is for the present problematic. White lead in oil, putty, and other paint products are reported with quotations unchanged and increased sales with the approach of the active spring season.

The new season's prices on Paris Green and insecticides are expected within the next few days, but at time of going to press these were not available.

LITTLE CHANGE RECORDED IN LINSEED OIL

Montreal.

Current quotations on linseed oil locally show very litt'e change during the week. One local firm is quoting one cent lower, but the situation is, in general, fairly steady, with increasing demand a factor assisting towards a firm market. Fluctuations continue in the seed market, but the undertone here also is still maintained on a fairly firm basis. During recent weeks there was a reluctance on the part of buyers to place their larger sized orders for oil, the unsteady market and rapid rise being thought questionable. Consuming demand, however, now requires supplies, and paint manufacturers are forced into the market because of the approach of their active season.

There is still the apparent world shortage of seed crop, the underlying factor in to-day's market, and the only relieving element is the shipment of considerable English oil to this side. With this condition, the prediction is still made by local crushers that a steady to firm situation will prevail for some weeks to come. There is always the usual fluctuations, owing to tendencies from a speculative origin, but price changes to any extent in a downward direction can hardly be expected with the necessary seed not available. Following are unchanged local prices;

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal	1 08	1 10
3 to 5 barrel lots, per gal...	1 06	1 08

Less barrels, add 10 cents per gallon.

TURPENTINE PRICES UNCHANGED: SLIGHTLY EASIER TONE

Montreal.

There is a slightly easier tone in the turpentine market at primary centres, but prices on the local market are, for the most part, holding unchanged up to the present. A quotation a few cents less than those given below has appeared in a few quarters, but following are most general. Lack of demand is charged with the slight easing of prices in the South, where quotations recorded a gradual slump from day to day during the past week. This movement, while it may last for a week or so, is causing no undue alarm, it being claimed that the underlying situation is still firm. Turpentine stocks are limited, with fresh receipts continuing small, and with a more active demand anticipated in the very near future, there would seem to be every indication of a steady to firm position for this product. Export demand has fallen off to a considerable extent recently, and whether an early improvement will manifest itself in this direction in the near future seems problematic. However, domestic consumption is expected to play an important part in the market in the weeks following.

Locally, the demand is described as being seasonably quiet and sales continue in small quantities for the most part. An improvement here, however, is looked for in the not far distant future, as the month of March usually brings the commencement of the more active period for turpentine, as in other of its allied products. Prevailing quotations locally are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	1 32
2 to 4 barrel lots, per gal.	1 30
Broken lots	1 42

IMPROVED DEMAND FOR WHITE LEAD IN OIL

Montreal

Little or no change can be recorded in the white lead in oil situation, the market continuing fairly firm and prices steady at former levels. Sales of this product are now quite satisfactory, the approach of the painting season increasing the demand each week. Unchanged quotations are $12.00 in 5 ton lots, $12.75 in 1 ton lots, and $13.10 in less quantities.

WIDE RANGE NOTED IN SHELLAC QUOTATIONS

Montreal

There is still a wide range in the quotations appearing on shellac among the different wholesalers and distributors. Some firms increased their quotations a few weeks ago when the market showed a decidedly firmer tendency, while others made no change, and are still quoting at the former lower levels. The undertone of the market in outside centres remains very firm with demand increasing from week to week, and supplies none too ample. Importers, also give no encouragement to the situation, claiming that they can see relief in the near future, shipments of gum shellac continuing to arrive short of orders. The demand on the local market is now fairly active, reasonable quantities being shipped for the earlier dealer paint trade. Following are most general quotations.

SHELLAC—	
Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs	5 40

WINDOW GLASS SITUATION REMAINS UNCHANGED

Montreal

Window glass is still selling at the former net list prices on the local market. Although it was anticipated by some that a revision in an upward direction would be made before now, there is still no definite indication of such a change. One local distributor stated that higher quotations would not be surprising, but it was doubtful whether the new prices, adopted in other domes-

(Continued on page 62)

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze
"The Finish that Endures"

Lines

Exterior Finishes
Home and Farm Finishes
Art Shades
Velvet Finish
Porch and Veranda Floors
Lac Shades
Auto Finish

Registered **Floglaze**

"The Finish that Endures"

FLOGLAZE "PORCH and VERANDA"

(The Can with the Blue and Yellow Label)

Harsh, severe Winter weather together with the wet and dampness of Spring have put a severe strain on the finish of Porch and Veranda floors.

They will be needing paint protection against the coming heat and moisture of Summer. FLOGLAZE "PORCH AND VERANDA" finish is especially adapted to protect against just such conditions.

Seven standard shades, giving a glossy, hardwearing surface; also suited for floors of schools, churches, kitchens, veranda steps or wherever hard usage is frequent.

FLOGLAZE PORCH AND VERANDA proves a strong and trusty arm in the paint department.

Our dealers' booklet "A Guide to Larger Profits" describes FLOGLAZE PORCH AND VERANDA fully. Write for this book.

Floglaze
M L
FINISHES THAT ENDURE
QUALITY

"Make 1922 your greatest Paint & Varnish year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors:
PAINT & VARNISH LIMITED
MONTREAL

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Calander Shore Co., Ltd.,
155 Pender Street West
Vancouver, B. C.

MONTREAL PAINT MARKETS

(Continued from page 60))

tic markets, would be established here, as while the quotation on some of the smaller cuts had been increased to a satisfactory level, there were some of the larger cuts that had not been priced satisfactory to the local dealers. For the time being, he stated, the older net list would be the selling basis on the local market, with chances of a revision upwards at a little later date.

PARIS GREEN PRICES FOR CURRENT SEASON

Montreal.

The new season's prices for 1922 on paris green have been announced, and show a reduction of 7 cents per lb. all through the list. The following are the revised quotations:

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins per lb.	0 45
1-lb paper cartons, per lb.	0 43
½-lb. tins, per lb.	0 47
1-lb. tins, per lb.	0 45
25-lb. tins, per lb.	0 41
50 and 100-lb. drums, per lb.	0 39
250-lb. kegs, per lb.	0 37½
600 lb barrels, per lb.	0 37

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax. Yarmouth and P.E.I. paints ¼c. per lb. extra.

Toronto

TORONTO, March 9.—The marked reduction of eight cents per gallon in turpentine prices provides the feature developed in the current local paint markets. This change is primarily attributed to easier levels in southern producing centres, combined with efforts to stabilize the local situation. Linseed oil markets also register an easier tendency, due to the fluctuations in flax seed prices. Lower levels on oil have appeared in some quarters, but at the time of going to press were not yet general. The brisk demand for seed has slightly receded. Shellac quotations are considerably firmer, with local prices on a slightly higher basis in general.

RENEWED ACTIVITY IN PAINT AND VARNISH

Toronto.

There was a steady improvement recorded in the paint and varnish circles during the past few weeks and the ratio of consumption is now stated to be along heavier lines. As a general rule, stocks of first hands were smaller this year than previously, and these conditions assist towards a good Spring movement of paint and paint products generally.

There is little doubt in manufacturing and distributing circles that the expectations of making the current year a record-breaking one is in the way of being realized. General conditions throughout the country are said to be showing every indication that some real business is now in the process of materializing. Prices are remaining steady, and little variation is recorded.

DROP OF EIGHT CENTS PER GALLON ON TURPENTINE

Toronto

A reduction of eight cents per gallon has been announced in turpentine prices thus bringing the average quotation down to $1.27 per Imperial gallon in one barrel lots. While the southern markets recorded easier levels also, the change was not to this extent, and local distributors claim that in making the current price, an effort is being advanced to eliminate all trace of variation. A range in prices has been recently noted, it being claimed in some quarters that the previous prices have been high in comparison.

Conditions in the primary turpentine markets attract special attention this week. Due to the lack of demand, prices at southern producing and distributing points showed a marked decline. There is considered to be ample evidence that consumers will probably adhere to the cautious attitude which has characterized buying during recent months. This is due to the fact that the new crop is expected to become available within a few weeks. Present buyers realize that a speculative condition prevails owing to supplies of tanked turpentine being offered, and any influx of new receipts may affect the current price situation. Within the next few weeks, however, an improved demand is generally expected to materialize.

TURPENTINE—	Imp. gal
1 barrel lots	1 27
2 to 4 barrel lots	1 26
5 gallon lots	1 42

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon extra.

SOME EASIER PRICES IN LINSEED OIL

Toronto.

Local prices on linseed oil this week recorded an extensive range. A quotation on oil was received in one quarter at $1.07 for raw and $1.08 for boiled. In other quarters however, the higher levels of $1.15 and $1.18 respectively are still being quoted, with the expression of opinion that an improved demand in the near future will result in evening up quotations.

The undertone to the flax seed markets is stated to have diminished. There has been no wild buying of seed during recent days, such as caused the bullish market of a few weeks ago. The underlying conditions however, are reported to have moderated slightly the resumption of demand.

Linseed oil is easier in sympathy with the declines in the seed market, but quotations in primary centres have been fluctuating more or less practically each day. Trade in cake and meal is described as slightly more active, but with prices rather soft, this condition tends towards maintaining oil quotations. Buyers are generally practising extreme caution, many consumers being of the opinion that oil prices could not long remain at the higher levels recently quoted. Southern markets report that considerable business is being done in English oil, at prices below the current levels for the domestic product.

LINSEED OIL—

	Per Gallon	
	Raw	Boiled
1 to 2 barrel lots	1 07-1 15	1 08-1 18
3 to 4 barrel lots	1 06-1 14	1 07-1 17
6 to 9 barrel lots	04-1 12	1 05-1 15

Less barrels, add 15 cents per gallon.

STEADY IMPROVEMENT IN DEMAND FOR BRUSHES

Toronto

The demand for brushes is reported as steadily improving, and distributors are anticipating a fairly good season for these products. Household brushes of various descriptions are also experiencing improved sales, these being chiefly brushes of a cleaning nature, such as brooms, floor brushes and similiar products. The prospect for a banner season in the paint industry is naturally expected to be reflected in the brush demand, with the paint trade generally taking the bulk of the requirements for dusting brushes, finishing and other brushes of a special nature. The stimulant recently given the household "save the surface" movement, has resulted in better sales for brushes to apply paint, varnishes and similiar allied goods by the individual consumer in both town and country districts.

FIRM TONE RECORDED IN SHELLAC MARKETS

Toronto

Quotations on shellac have continued to show a slightly firmer tone, and in some quarters higher prices have been recorded. The conditions on the primary shellac markets record very little change, but the report that a shipment from Calcutta was damaged by fire, caused a tighter attitude to develop. There is stated to be a moderate demand at present, which is expected to show some improvement during the ensuing months.

SHELLAC	White	Orange
In bbls.	5 10	4 60
Gal. jugs	5 40	4 90

BETTER DEMAND FOR WHITE LEAD IN OIL

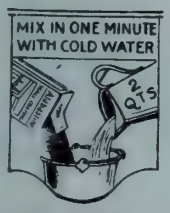
Toronto.

There has been little change recorded in the character of the white lead market, although improvement continues to be noted. Producers on white lead in oil describe the demand as irregular, but by comparison with previous records, a material improvement is generally admitted. Prices are remaining steady, with consumers showing more interest, a larger volume of inquiries being reported. As Spring trading approaches, current trade in this product is naturally expected to reflect the improved conditions.

CHURCH'S COLD WATER Alabastine

The Permanent Wall Coating

Ask Our Traveller About The New Opaline Effects.



The Alabastine Company, Paris, Limited

PARIS, ONT. **WINNIPEG, MAN.**

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buy ers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ..	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ..	.....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long ...	33 00	.....	.....
32 Short ..	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ...	133 00	.....	.....

Dominion Ammunition —Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor- $14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; **No. 28 ball, $1.20** per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto. Hamilton, London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 50
Hunters' axes, doz.	8 00	9 50
Single bits, doz. ..	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 ....1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50
Axes, bench, 60% off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.

Less than 12, each..........	$0 50
12 or less than 50, each.....	0 45
50 or less than 125, each....	0 43
Bbl. lots of 125, each.......	0 39

"Reliable" Ignition, 2½x6 inch.

less than 12, each	0 50
12 or less than 50, each .	0 45
Box of 50, each	40½
Bbl. lots 125 each, each..	37½

F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65% per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	6 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	6 00	22-16....	16 00
8-16....	6 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List
Gilmore auger bits 25-2½%
Do. special, ...40-5%
Do., car bits, ...12½-5%
Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, **35%.**
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING

	Dozen
No. 1, Daisy	$35 00
No. 10, Daisy	40 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	40 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal) ..	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Waverley (zinc)	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back ...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 20%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon— Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
do., Toronto	0 23
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto, ...	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings............	$ 6 65
No. 5, standard............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	Less 10%
No. 800	Net
No. 838	Less 10%
No. 808	add 10%
No. 804	Less 17½%
No. 802	Net
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots— Toronto.	
Per barrel	$3 70
Less car lots—	
Per bbl., f.o.b. yard	4 30
Per bbl., delivered	4 50

Single bags, $1.15 each; 4 bags to **barrel.**
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
F.O.B. Montreal. Toronto.
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

Favorite	Side Lever	Bow Lever and Power.
No. 0	9 30	9 75
No. 1.......	60	10 05
No. 2	10 20	10 65
No. 3	10 95	11 40
No. 4	13 35	13 80
No. 5...	13 35	13 80
No. 6		27 00
No. 8...		36 38

Net list f.o.b. Montreal, Ottawa, Kingston.
Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	3 43
Good Morning	1 40
Lookout	1 90
Sleepmeter	2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No.6, $13.00.

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25; No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	**Base**	**Base**
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb...	0 39	0 37
Polished and tinned, 16 oz. and heavier, lb. ..	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb. F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

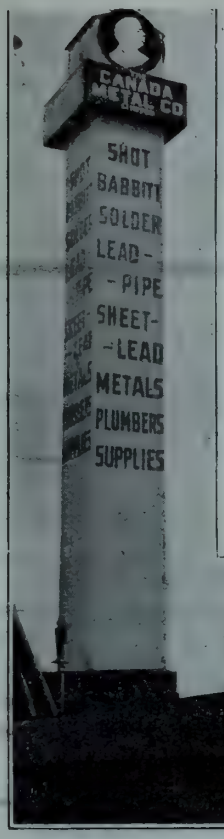
1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, 53c per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 bls. — **Montreal, $7.75**; Toronto, **$8.00**; **London, $7.75.**



SHOT
SHEET LEAD
LEAD PIPE
BABBITT
SOLDER

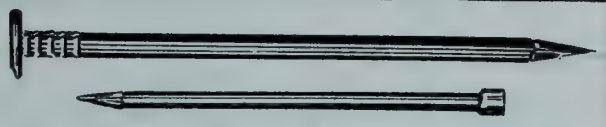
Low Price
High Quality
Immediate Shipment.

THE CANADA METAL CO., LTD.
TORONTO

White Mop Wringers
Quick Turnover - Wide Market

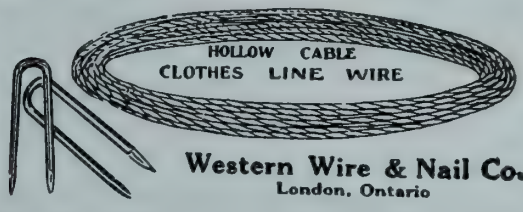
This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada.**

White Mop Wringer Co.
OF CANADA
Factory : Paris, Ont.
Office : Fultonville, N.Y.



Quality That Repeats Sales

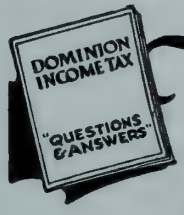
We Make
Steel Wire Nails and Brads, Clothes Line Wire. Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

Do You Read the Advertisements

THE MAIN thing an advertiser wants to do is to tell you plainly just how and why his goods are worthy of your consideration. You can learn a great deal from that alone, because many things you see advertised are the things you buy and use in your regular daily life. By reading the advertisements you can learn the names and read descriptions of the things that are best and most satisfactory.



Your Income Tax

We have just issued a booklet—
"Dominion Income Tax—Questions and Answers"
which explains in a simple, concise way all Canadian Government Tax requirements.
The booklet is the work of a tax specialist. It simplifies—for any individual, incorporated company or estate—the preparation of the necessary income tax return.

We will be pleased to forward a copy on request.
Ask for Booklet 37 A

Canadian Debentures Corporation Limited
Established 1910
36 KING ST · EAST TORONTO

DAMPERS— Doz.
Cast, Champion, 5 inch ...$1 42
6 inch 1 57
7 inch 2 10

DOORS, SCREEN
Kasement, No. 2, oak stain, varnished, including hardware sets:—
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in.. doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.
⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32 55c; ¼, 60c; 9|32, 65c; 5|16, 70c. 11|32, 75c: ⅜, 80c; 13|32, 85c.

DRILLS—Continued
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2 ⅞, $2.10.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

Blacksmith's, ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.

Great Western, American	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per Cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish, ...7 90
Do., nickel finish 6 25
General purpose, do......... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b., Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3.75
Bi-Treadle, each 9 75
3. $11.50; F.o.b. Toronto.
Cycle BB. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10;

HALTERS, ROPE.
Per gross.
Sisal, 7-16 in. $21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 25 00

HAME FASTENERS— Per Doz.
Dodson $4 60
Kling 4.00

HAMMERS, NAIL— Doz.
No. 21 .... $12 00
No. 1 .... 15 40
Nos. 1½ and 61½ 15 20

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 9 20
No. 30, 1¼-lb. 9 90

HANDLES, (WOOD).—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	List.
Atlas No. 0	13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ... $9 75
No. 2 ... . 10 75

HATCHETS, LATH—
No. 3 . . .. 10 00
No. 4 . . .. 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 . ... 14 00

HATCHETS, CLAW—
No. 7 . . .. 11 00
No. 8 . . .. 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 58	1

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 pepr doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-4	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. **21c per lb.**
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS (SAD)
Potts, polished, per set $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heath's 4 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only . 0 28
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. 0 48
Single and Fruit Picking
10 ft. to 16 ft. 0 26
18 ft. to 20 ft. 0.27
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 3 2ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft. . 0.45
Three section extension 0.45
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain.$12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .. .. 1 35 doz.
3 doz. cases .. .. 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold Blast genuine ruby 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 ... . 2 00
Do., No. 3 ... ... 2 50
Do., No. 4 ... ... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
Do., style B	21 75
Do., Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home, Water motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	.29 00
Connor, ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Do., electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, **Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.**

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London, Hamilton

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net.
Liquid Veneer $16 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 ... ... 2 50
Crank wringing 7 35
Smarts', ... 4 00
No. 11, Janitor 4 70
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

Barrett Roofings, Cements Industrial Paints etc.

Powerful Advertising for Quality Products

THROUGH 1922—all over Canada—millions of advertisements will point out the economy, the reliability, the superiority of Barrett Roofings, Cements and Specialties.

Such a powerful sales-making force is bound to bring new customers to Barrett dealers everywhere.

But that's only half the story. Barrett Roofings and Specialties stand head and shoulders above any similar goods—once a man buys them he buys again and again. For Barrett customers are always satisfied customers.

The biggest profits are made by dealers who carry a complete stock of Barrett goods. *You* should have every one of these popular, fast-selling products on hand.

Everlastic "Rubber" Roofing
Everlastic Liquid Roofing Cement
Plastic Elastigum Patching Cement
Everjet Elastic Carbon Paint
Everlastic Multi-Shingles
Liquid Elastigum
Creonoid Fly Oil and Lice Destroyer

Order your stock now. If you haven't received a copy of our latest Price List drop us a line. We'll mail it without delay.

The Barrett Company LIMITED

MONTREAL
TORONTO
ST. JOHN, N. B.
WINNIPEG
VANCOUVER
HALIFAX, N. S.

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood, $3.65 base.

F.o.b. Montreal, $3.75 base.

Freight equalized on above points.

Sydney and St. John, $3.90 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod
1848	0 67
2060	0 72

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM— per 100 lbs.

Special No. 1	$15 00
Plumbers' in 50 lb. bales	6 50

F.o.b. Montreal, Toronto.

OILS Toronto

Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½

Above prices net. Gallon.

Black oil (summer)	0 21.0
Black oil (winter)	0 22.0
Capital, cylinder	0 75.5
Mach. oil, reg. grades	0 43.5
Imperial gas engine oil	0 63.5
Paraffine	0 20.0

List, less 15 per cent.

Imperial kerosene, tractor, heavy	$1 10
Do., ex. heavy	1 20

List less 10 per cent.

Polarine, per gal, list	1.15
Polarine, medium, list	1.15
Polarine, heavy, list	1.15
Polarine, ex-heavy, list	1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl. net	0.09.90
Do., tank wagons, net	0.08.90
Do., tank cars, net	0.07.90

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute	$0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PASTE—Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES— Per Case

5 gross, 4-in. (loose)	$1 95
4 gross (cartons), 4 in.	2 00
Spring, 2 grs. box	1 50

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22, 1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 73
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$18 40
3 in. in 10-ft. lengths, list	22 30
4 in., in 10-ft. lengths, list	29 60
5 in., in 10-ft. lengths, list	40 00
6 in., in 10-ft. lengths, list	49 00

Less 70 and 10 per cent.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy

2 in., 3 in.	40%
4 in.	40/10%
5, 6 in.	40%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	50/10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$18 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets	$12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PULLEYS— Doz.

Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.

F.o.b. St. Mary's, Montreal, Toronto, Hamilton, London.

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 35% from standard list.

(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 8c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$ 2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles

(4 Shingles in One), sq.	6 00
Everlastic (red or green) mineral surface, sq. 36" wide,	2 85
Do., 18" wide	3 30

F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 84
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	0 00	0 21

Reed's Plastic Asphalt Cement

	per lb.
400 lb. bbls.	0 04
125 lb. drums	0 05

Above prices net	per doz.
10 lb. cans	12 00
5 lb. cans	6 60
1 lb. cans	2 50

Less 25 per cent.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 20
New Zealand hemp basis	0 20
Double lathe yarn	0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c. ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lath yarn basis	0 18
Double lath yarn	0 18½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.		0 43
Do., 5-32 in.		0 42
Do., 3-16 in.		0 39
Do., ¼ in. and up	0 39	0 38

F.o.b. Toronto, Montreal London Welland, Hamilton

SAND PAPER

B and A sandpaper, list less 10%

Star sandpaper, list less 10%

B and A Emery cloth, list plus 20%

SCALES

Champion List Net

4 lb., $6.60; 10 lb., $8.65; 240 lb., $12.65; 600 lbs., $35.80; 1200 lbs., $43.00; 2000 lbs., $57.10; 2000 lbs., drop lever, $64.75.

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F. H., bright	85 %
Wood, R.H., bright	82½%
Wood, O.H., bright	82½%
Wood, F. H., brass	80 %
Wood, R.H., brass	77½%
Wood, O.H., brass	77½%
Wood, F.H., bronze	75 %
Wood, O.H., bronze	72½%
Wood, R.H., do.	72½%
Square cap	50 %
Hexagon cap	50 %
Set Screws	55 %

SCREWS No. 14 IRON BENCH

1 in.	$11 25
1⅛ in.	13 50
1¼ in.	15 65

OWL BRAND ROOFING

Stock up With This REAL Money Maker

The dealer who actively displays Owl Brand Roofing is in for the busiest time he ever had. Owl Brand Roofing is a wonderful product—manufactured in a modern, new factory under the supervision of experts. Every roll is inspected and fully guaranteed. Owl Roofing is finished on both sides and either side can be laid to the weather. Owl Brand Roofing will earn big profits for the dealer because it is easy to sell—is well advertised— and of proven quality. Write *now* for our dealer co-operation plan.

OWL ROOFING

W. WALKER & SON, LIMITED

Wholesale Hardware and Iron Merchants

10-16 Alcorn Avenue - TORONTO

OWL ROOFING

SCYTHES

Cast steel	15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	16 00

SCALES Doz.

00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
Cast, Nickel Plated:
No. 7 ..$1 26 No. 9.....$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, 3/8 ins. and larger, $5.00 per 100 lbs. 1/4 and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence) Per 100 lb. kegs

Bright	4 15
Galvanized	5 15

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$21.50
Perfection, No. 33, 3 burner	26.00
Perfection No. 34, 4-burner	$34.00
No. 22G oven for above stoves	8 00

Discount, 30 per cent. off list.

McClary Glass Front Oven	
No. 170, each, net	4 75

F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters	List
Do., jap., cyco b.b.	50 00
Parlor Queen, nick., cyco b.b.	62 00
Princess, nick., cyco b.b.	57 00
Standard, jap. fittings	46 00
Universal, jap., cyco bear.	48 00
Do., nick., cyco bear.	56 00

SWEEPERS, VACUUM (Bissell's)

	Doz.
Grand Rapids, nickeled	$106 00
Household, japanned	94 00

F.O.B. factory, Niagara Falls, Ont

SWINGS—
Ontario, 4-passenger $8 75

TOY (Bissell's)
Little Daisy, $3.00; Little Queen, $4.50; Little Jewel, $17.00.

TACKS Discount
Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings—List adopted February 8, 1922.
F.O.B. Toronto, Hamilton, Montreal and London

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263	50 ft. Challenge Stl.	4 95
103	50 ft. Reliable Jr., Stl.	5 25
243	50 ft. Rival Steel	4 40
553	50 ft. Steel	3 95
1243	50 ft. Rival Jr., Steel	4 06
603	50 ft. Metallic	3 17
604	66 ft. Do.	3 54
403	50 ft. Linen	2 39
		Dozen.
713	50 ft. Ass Skin	6 15
714	66 ft. Ass Skin	7 37
143	3 ft. Steel Pocket	7 27
145	5 ft. Steel Pocket	9 20
175	5 ft. Linen Pocket	6 35
165	5 ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$ 5 48
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford,

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30 00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each	$ 8 75
No. 530, each	9 75
No. 630, each	12 50

Discount 30% off list

Hot Blast ..Plus 10%

30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE

Hercules, doz.	$3 60

STRETCHERS, CURTAIN—

Star, No. 1	$27 60
Star, No 2, doz.	30 00
Su No. 1	20 00
Sun. No. 2	22 00

SWEEPERS—Carpet (Bissell's)

Amer Queen, nick. fittings. cyco ball bearings	$ 60 00
Galv. Coal Hods, list, plus 33 1-3%.	
Champion, jap. fittings	45 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b.	55 00
Maple Leaf, Bedford, 60 per cent. off new list.	

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	0 22½
Brackets for above, per doz.	$2 20
National Flat Track, 1¼ in. per 100 ft.	10 85

Storm King Flat, No. 60, List less 20-10%

Safety Flat, No. 60, List less 20-10%

Reliable No. 1 and 2
20 cents per ft., less 20-10%

Round Trolley No. 1918,
20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$15 90	15 in.	$28 80
10 in.	17 70	18 in.	36 50
12 in.	21 20	Less 70%.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	4 80

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, $26.40 per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Montreal

TWINE, BINDER

	per ft.
500 feet	0 11½
550 feet	0 12½
600 feet	0 13½
650 feet	0 14

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only) Rebate of 1/8 cent lb. on 10,000 lbs and 1/4 cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	$0 47½
Do., 4-ply, lb.	0 50
Cones, 3-ply, lb.	0 44
Do., 4-ply, lb.	0 47

VALVES AND COCKS

Compression work—Standard.	45%
Fuller work—Standard	30%
Basin cocks Fuller, No. 0	30%
Nos. 1 and 2	30%
Bath cocks—Compression	35%
Flatway stop and waste cocks. Standard	54%
Brass steam cocks, stand	43%
Radiator valves—Standard.	58%
Do., removable disc	58%
Globe, angle and check valves. standard	25%
Gate or Straightway	25-10%
Jenkins gate valve	25-10%
Jenkins Globe	19-10%
J.M.T.	20-10%
J.M.T. C	25-10%
J.M.T. gate valves	25-10%
Emco Globe and Check, standard	25%

F.O.B. Toronto

Penberthy Brass Valves

Gate Valves	33%
Regrinding Valves	20-10%
Swing Check Valves	10%
Compodisk Valves	20-10%

VALVES, FOOT

1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans list, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT—
Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.—1/4 in., $28.00; 5/16 in., $24.40; 3/8 in., $22.80; 7/16 in., $21.00; 1/2 in., $19.60; 9/16 in., $18.80; 5/8 in., $18.60; 11/16 in., $12.40; 3/4 in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1 1/8 in., 1 1/4 in., 1 5/16 in., $18.00; 1 3/8 in., 1 1/2 in., 1 5/8 in., $18.40; 1 3/4 in., 1 7/8 in., 2 in., 2 1/2 in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points; Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs.	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs.	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs.	2.50	2.50	2.65

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	84 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.

No. 9 and heavier	Base
No. 10	$0 05
No. 11	0 10
No. 12	0 20
No. 13	0 30
No. 14	0 40
No. 15	0 55
No. 16	0 70

Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra. $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed Wire, $4.30.
Coiled Spring Wire, 9 gauge. Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire. 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18	$ 8 50
No. 19	9 00

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT
4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle, 11 in.	105 00
Ese	102 00
Rapid	92 00
Eureka	64 00
Blue Belle	115 00
Do., Folding B	164 00
Rival	105 00
Model	94 00
Imperial	102 00

Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

"Kingfisher"
Brand

Picks, Mattocks, Stove Shovels

Quality and Finish better than ordinary

Riverbank Manufacturing Co.,
Limited
New Glasgow, N.S.

WIRE NAILS (¼ to 12 in. inclusive.)
Common
Moulding
Finishing
Casing
Flooring
Clinch
Box
Light Car
Heavy Car
Siding & Clapboard
Common Spike
Hinge Nails
Barrel & Broom
Slating
Roofing
Sash Pins
WIRE
Bright
Annealed
Soft Drawn
Coppered
Tinned.
STAPLES,
BRIGHT OR
GALVANIZED.

WIRE NAILS

WIRE HOOPS

STRAIGHT-ENED RODS

BALE TIES

THE GRAHAM NAIL WORKS
Operated by
THE CANADA METAL CO., LIMITED
TORONTO

TINKER TOM'S TALKS.

No. 349

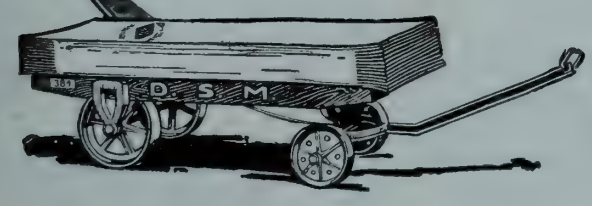
"The Summer is over and gone!"

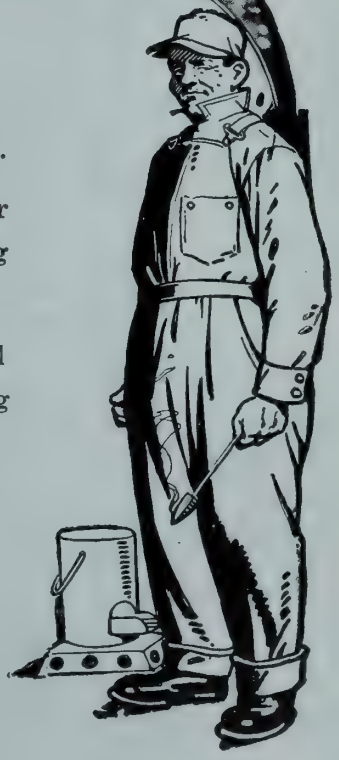
"Surely not!—Why Spring is just approaching", you say.

Well, I mean to say that the Canadian manufacturer or jobber who depends on overseas supplies will be singing the song noted above before he gets what he wants.

The wise ones are ordering Premier Galvanized Steel Sheets now—getting the full price reduction and lining up before the rush—Are you wise?

TINKER TOM.





MADE IN PREMIER CANADA

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.40 for 10 0lbs. F. o. b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ochre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal Toronto

CEMENT and BRICK COATING—

Ad-el-ite, white, gal.	$4 00
Ad-el-ite, tints, gal.	3 75

COLORS IN OIL, PURE

	1 lb.	tins
Venetian red	0	27
Indian red	0	40
Chrome yellow, pure	0	50
Golden ochre, pure	0	34
French spruce ochre, pure	0	29
Greens, pure	0	85
Siennas	0	37
Umbers	0	36
Ultramarine blue	0	70
Prussian blue	0	95
Chinese blue	0	95
Drop black	0	42
Ivory black	0	44
Signwriters' black, pure	0	50
Lampblack	0	50
Imperial black, 25-lb. irons	0	39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall Muronic	$ 7 48
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kvanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Luxeberry,	6 75
Agate,	4 45
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

Brantford All Around list prices.

Case No. 7, 50 1-lb. pkgs.	20 00
Case No. 8, 100 ½-lb. pkg.	23 00
Case No. 9, 200 ¼ lb. pkgs	29 00

GLASS.—Window	Single	Double
Case lots	16 oz.	24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure		13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$ 9 75
Genuine, 100 lb. casks	10 75
Less quantity	11 75
No. 1, in casks	7 00 to 8 75
Do., in kegs	8 00 to 9 75

F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE	
Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto

OILS— Fly Creonoid	
Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 70
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Dougall Re. Newitt, white	3 75
Do., colors	3 60
Re. Newitt, porch and floor	3 55
Do., flat wall finish	3 35
Moore's House colors, white	3,75
Do., House Colors	3 50
Do., Preservo Paint, white	2 70
Do., colors	2 55
Do., floor paint	3 45
Do., Sani-flat	3 45
Moore's Paint and Deck Paint	3 50
I.V. Elastica, white	3 55
I.V. Elastica, colors	3 30
I.V. Flatine, int. wall, white	3 45
I.V. Flatine, int. wall colors	3 35
Lowe Bros., H. S. White	3 95
Do., H. S. color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's Dulltone, white	3 45
Ramsay's Dull tons, colors	3 35
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 55
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	12 00
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.	0 70	
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 45
1-lb. paper cartons, per lb.	0 43
½-lb. tins, per lb.	0 47
1-lb. tins, per lb.	0 45
25-lb. tins, per lb.	0 41
50 and 100-lb. drums, per lb.	0 39
250-lb. kegs, per lb.	0 37½
00-lb. barrels, per lb.	0 37

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—	
G., medium grade	3 00 3 50
Water white	4 75 5 25

SHELLAC	Pure White	Pure. Orange.
Per Gal.		
Gal. Jugs	5 10	4 60
In bbls.	5 40	4 90

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER	
L. B. High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 00
Cumoff	3 00
Dougall Lingerwett	3 00
Fakoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal.	cans
B.-H. Floors		4 08
B.-H. Maritime Spar		5 13
B.-H. Hard oil		2 76
B.-H. Gold Medal		3 42
Elastilite		3 85
Granitine Floor Finish		3 85
Hydrox Spar		3 95
C. P. C. Sun Varnish		3 90
Glidden Wearette		3 90
Glidden Floorete		3 90
C.P.C. Sun Aero Spar		4 50
C. P. C. Sun Waterproof Floor		4 00
I.V. Elastica, No. 1		4 89
Do., No. 2		4 48
Do., Floor		4 00
Jasperite Interior and Exterior		3 75
Jasperite Indestructo, floor		3 75
Jasperite Pale Hard Oil		2 75
P. & L., No. 61		5 04
Jamieson's Copaline		4 00
M-S Marble-Ite Floor		4 22
M-S Wood-Var.		4 06
M-S Durable Spar		5 13
M-S Finest Interior		4 87
Moorlastic Floor		4 25
T. 45 Floor		3 50
Moorvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 14
Mar-not		3 93
Quick Action House		2 65
Rexspar		5 04
Scar-Not		4 66
Lowe Bros., durable floor		4 50
Solpar, Spar Marine		6 00
Solpar House Spar		4 50
Solpar Floor		4 50
Solpar Interior		3 50
Kyanize Spar		5 15
Kyanize Cabinet Rubbing		4 85
Kyanize Interior and Floor		4 [illegible]
Luxeberry Light		4 75
Luxeberry, granite		4 90
Luxeberry spar		5 62
Ramsay's Universal		3 75
Ramsay's Agate Floor		3 80
Ramsay's 400 Hard Oil		3 25
Ramsay's No. 720		2 00
"C.D. Big 4" Exterior		5 00
Do., Do., Interior		4 50
"C.D. Big 4" Floor		4 40
C. D. General purpose		4 18
C. D. Furniture		2 25
Dougall Univarnish, clear		4 40
Dougall Transparent, spar		4 90
Dougall Transparent, floor		4 40
Do., Nogloss, interior		4 40
Do., Interior,		4 40
Copalite		4 [illegible]
Adelite, No. 103, Floor		3 90
Adelite, No. 105, Flat		3 90
Adelite, No. 100, Spar		5 70

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 06
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls	0 10½

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White.	Colors
Frescota	$8 50	$9 50
Decotint	$7 50	$8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors		9 25
Alabastine	7 00	7 50

Hygienic Kalsomine.	per 100 lbs.
300 lb. bbls.	$7 00 $8 00
100 lb. kegs	8 00 9 00
Cases of 25 pkts.	10 00 11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X, 15c, XC. 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX	
B.-H. Wax	$0 [illegible]
Berry Bros.	0 50
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Lion Brand	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 48
Solpar	0 40
Crown Diamond	0 38
Hillcrest	0 45
Plymouth Rock	0 45
Champion	0 50
Ad-el-ite paste	0 45
C. P. Wax	0 60

F.o.b. Montreal, Toronto

WHITING	
Gilders, bolted in bbls.	3 25
WOOD ALCOHOL	Per gal
In five gallons	$1 [illegible]
Methylated Spirits	1 75

This Guarantee Protects the User—And You

Factory Guarantee

Every battery bearing the North Star label is guaranteed to give full satisfaction to the consumer. Should a battery prove defective, simply satisfy the merchant from whom purchased. He is authorized to replace it.

Any North Star battery that fails to give full measure of satisfaction to the user is replaced by us without the least trouble. This is one reason why you will find the North Star a good battery to sell.

The Waterproof Battery

An Exclusive Feature of North Star Multiples, is the improved terminals. They insure perfect contact and prevent loose connections.

Ask Your Jobber

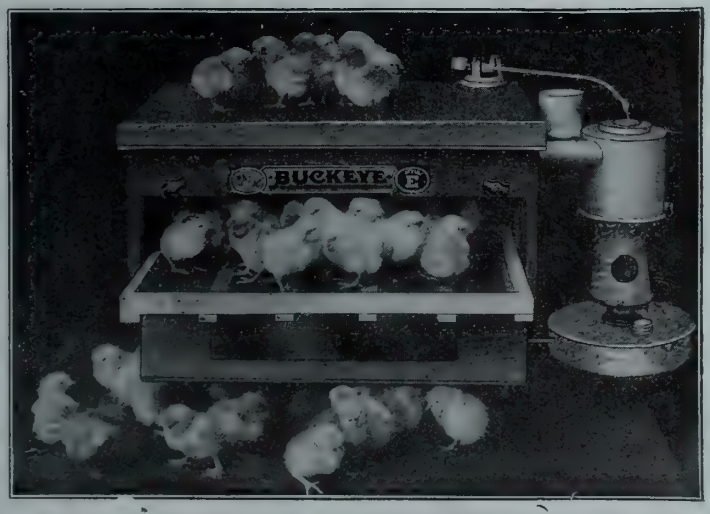
CANADA DRY CELLS LIMITED, WINNIPEG, MAN.

NORTH STAR DRY CELLS MULTIPLES

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



BUCKEYE

Incubators and Brooders

are

Profitable lines for dealers to handle. Make them both friends and money.

Buckeye Incubators

Built to hatch the most chicks and the best chicks and sold at prices that are consistent with the cost of building.

Buckeye Brooders

Will raise three chicks where one grew before and raise them better. Simple and easy to operate. Just need attention once or twice a day.

A Post Card will bring You Catalog and Prices.

The J. H. Ashdown Hardware Co., Limited
Calgary Winnipeg Saskatoon

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	..$23 50	.....	.....
32 Short	.. 23 50	.....	70 00
25/20	....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.. ..	.....	209 00
25/35	... .	.....	125 50
30/30	... .	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	....	.....	121 50
32 Special	....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.. ..	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.. ..	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C. 40% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb
Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	....$6 00	18/16	....$12 00
4	...... 5 00	19	...... 14 00
5	...... 5 00	20	...... 14 00
6	...... 5 00	21	...... 16 00
7	...... 5 00	22	...... 16 00
8	...... 5 00	23	...... 16 00
9	...... 6 00	24	...... 18 00
10	...... 6 00	25	...... 21 00
11	...... 7 00	26	...... 21 00
12	...... 7 00	27	...... 24 00
13	...... 8 25	28	...... 24 00
14	...... 8 25	29	...... 27 00
15	...... 9 50	30	...... 27 00
16	...... 9 50	31	...... 30 00

Discount from standard list prices.
Irwin ....15% on list.
Common ......30% off list.

AXES

Single Bit	........$15 50	$19 00
Double Bit	....	24 00
Broad Axes	....	60 00

AXES, BENCH

Single Bit	.... 10 80	13 00
Double Bit	... .	17 00
Broad Axes	....	56 00
No. 5	....	27 70
No. 6	....	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in. to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15-10-10-10% off list.
Standard, 15-10-10% off list.
Extra, 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $10 00

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe .... Discount	60%
Nicholson Gen. ... Discount	35%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
+, 2½, 3*, 4", 5 and 20% off.
Nipples, 4 in., and under 40 & 10%

FRY PANS Each

Cast Iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 76
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	16 65
Ball Face	Doz.
No. 61, 1¼ lbs.	19 05
No. 61½, 1 lb.	18 95
No. 62, 13 oz.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

No. 1	13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in., $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $9.85; hand rilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 95
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32¾c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	**12 75**
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06 1 per 100 lbs.

LEAD WASTE, $12.96 1 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

Raw, ...	1 20
Boiled, ...	1 23
	Per gal.

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt .	.....	$10 50	$11 00
Empress .	.....	12 50	13 25
Daisy . ..	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade .	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld..	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William, $4.20 base; Winnipeg, $4.80. Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS
Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM
Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS— Gallon
Kerosene 0 23½
Gasoline 0 35½
White Rose gasoline 0 38½
En-ar-co Motor Oil, med. and heavy 1 10
Do., ext. heavy 1 10
Black (summer) 0 32
Black (winter) 0 33
Imperial kerosene tractor . 1 10
Capital cylinder 0 82½
Castor machine 0 50½
Imperial gas engine 0 70½
Discount 10%.
Polarine 1 25
Polarine A 1 25
Polarine heavy 1 25
Gargoyle Mobile A 1 70½
Gargoyle Mobile B 1 80½
Gargoyle Mobile BB 1 80½
Gargoyle Mobile E and Arctic 1 55½
Fuel oil 0 14
Discount 25%.
Wm. Penn Motor, medium 1 25
Do., heavy 1 25
French C, medium 1 00
French A, heavy 1 00
Transmission, No. 1 .... 1 00
Steam Cylinder, No. 650C. 1 00
Volunteer, reg. gas engine 0 65
Century Caster Machine ... 0 52
Melrose Harvester machine.. 0 70
25% and 10%.

PAINTS, PREPARED
See weekly report.
(1 gallon can basis)
Stephens' white 4 10
Stephens' colors 3 75
Stephens' floor 3 70
Silkstone white 3 60
Silkstone colors 3 50
Stephens' barn 2 15
Stephens' barn, extra color 2 35
Lion white 4 10
Lion colors 3 75
H. D. floor 3 70
Velvetone white 3 60
Velvetone tints 3 50
Ramsay's white 3 95
Do., colors 3 60
Dultone, white 3 60
Do., colors 3 50
Martin-Senour, white 4 10
Senour's floor 3 70
M.S. Neutone, white 3 60
M.S. Neutone, colors 3 50
M.S. Red Schoolhouse 2 40
M.S. Standard Barn 4 15

PAPER, BUILDING
Dry Fibre, No. 1 ... .$1 30
Sunrise 0 75
Anchor, tarred 1 20
O.K. tarred 1 20
Tarred Felt. 5 85

PICKS, CLAY
5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT
Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS
Per barrel 6 75- 7 50

PLATES, CANADA
18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE Doz.
No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY
100-lb. irons $5 00
25-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS
Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE
British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.
Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.
Lath yarn, 19½c.
Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER
B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1	0 45	8 45
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 80%; flat head, 82½%; oval head, 80%; round head, brass, 72½ 5%; flat head, brass, 77½%; coach, 45 per cent.
Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES— Doz.
Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.80; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK
10 gauge 5 70
12 gauge 5 70
14 gauge 5 80
16 gauge 5 90
18-20 gauge 6 30
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 65

STANDS Each
Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.
Grand Rapids, nickeled $109 00
Household, japanned 97 00

SWEEPERS, TOYS. BISSELL'S
Little Daisy, per dozen ... 3 00
Little Queen, per doz. 4 50
Little Jewel 17 00
F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $4.45, Fort William; $5.05, Winnipeg.

STEEL
Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow.

TIN AND TERNE PLATE—
20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 33 I.C. box 26 25
20 x 33 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
$1.55 per gallon.

TWINE (WRAPPING) Lb.
Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Cotton, 4-ply, cones 0 48
Cotton, 4-ply balls 0 32

VARNISHES—
Stephens' Luminette, gal. ... 3 75
Stephens' Exalite, gal. 4 25
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—
Scotch Grey Granitewear
Colonial Imperial Pearl, 30 and 2½% off.
Premier Canada Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list, plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain, 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms, list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.
Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50%.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—
Cream, polishing 0 29
WHITE
XXX Extra 0 18½
XX Grand 0 17½
XLCR 0 16½
X Empire 0 15
X Press 0 14½
COLORED
Fancy 0 15½
Lion 0 14
Standard 0 12½
Popular J 0 11
Keen 0 09¼

WEIGHTS, SASH Per 100 lbs.
Sectional $7 50
Solid 7 00

WELL WHEELS Doz.
Cast, covered, 8 in....... $11 00
Cast, plain, 10 in. 15 60
12 in. 16 85
14 in 24 00

WHEELBARROWS Each
U. S. ....$ 6 60
General purpose 7 90
Stone 13 75
Navvy, doz. 105 00

WIRE—BARB—
Lyman, 4 -point, $4.15, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg, No. 9, $4.75. No. 12, $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.
Patented screen in 100-ft. rolls $3.50 per 100 sq. feet.

WIRE — PLAIN
Bale ties, 14-gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT
Agricultural
6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.
Perfect Handy
6 in., $15.00; 8 in., $17.50; 10 in., ... 12 in., ... 15 in., ... 18 in., ...

WRENCHES—PIPE
Trimo—45 per cent. off list.
Stillson—30% off list.

Always Ready	—Dozen— Black.	N. P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.
Regent $69 00
New Era 76 50
Universal 49 50

THE BUYERS' GUIDE

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AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
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BALE WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont

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BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.

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Dominion Battery Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
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The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BILLET, BLOOMS AND SLABS
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Fittings Limited, Oshawa, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto

BIRCH SEATS
Canadian Veneering Co., Montreal, Que

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works New Britain, Conn.

BRADS, WIRE
Graham Nail Works, Toronto, Ont.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

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Stanley Rule & Level Co., New Britain, Conn
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The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
W. Walker & Son, Ltd., Toronto.

BROOMS
Walter Woods & Co., Hamilton, Ont.

BRUSHES, SHAVING
W. Walker & Son, Ltd., Toronto.
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
W. Walker & Son, Ltd., Toronto.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

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B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

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on Bottles, Kits, Fillers, Corks etc. is helping increase sales

Thermos spells economy and all your customers are considering economy in their purchases. Supply their need for home use with Thermos Bottles and Kits; for presentation, with popular-priced useful Thermos Bottles and Carafes. Handsome for Prizes, Trophies, Sporting, etc.

This new Model No. 25 made in four sizes is a winner. Sales increasing daily since introduced. Full nickelled, seamless brass case, butler's finish. Order now from your jobber or direct. Fifteen ounce (previously called pint) retails $3.00. Thirty ounce (previously called quart) retails $4.50. Discounts 25 and 10%. Fillers now $1.25 and $2.25. Splendid Window Outfit with any 18-piece order, exclusive of fillers.

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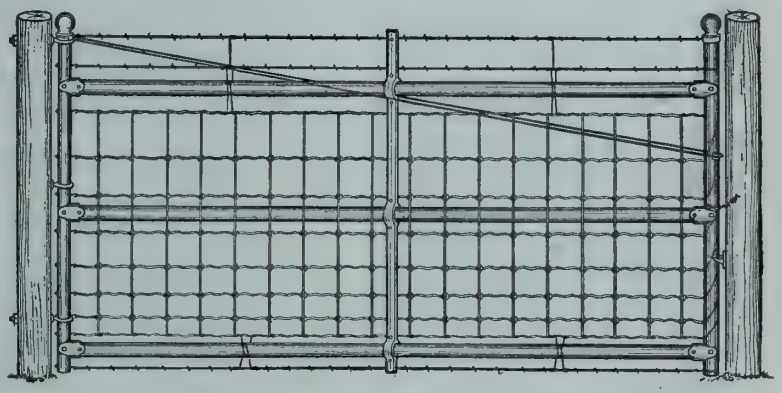
The Story "In a Nutshell" of Why

CLAY GATES

Meet Canadian Conditions so Effectively and Sell so Well

These gates please your stock and cattle customers because they are plain, common-sense gates—horse high, bull-strong and pig-tight.



Clay Bull Gate

Showing Clay Adjustability

They have all the advantages of good construction. Without going into technical details, we point out that they are strong—high carbon steel tubing; malleable iron castings; two-piece angle iron center brace and heavy brace wire.

These gates are easily and instantly adjustable. They are durable, economical, and fully guaranteed. Before you forget it, write for our catalogue, which explains fully the many good features of these excellent gates.

Canadian Metal Products
Limited
Guelph Canada

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CASTINGS
Fittings Limited, Oshawa, Ont.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIRS—WIRE
The B. Greening Wire Co., Ltd., Hamilton.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.
W. Walker & Son, Ltd., Toronto.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOSETS, CHEMICAL
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Newell Mfg. Co., Ltd., Prescott, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Fittings, Limited, Oshawa.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto.

CUTTERS
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont

DIES, STOCKS, ETC.
Can. Foundries & Forgings, Ltd., Welland, Ont

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng
W. Walker & Son, Ltd., Toronto.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
Millers Falls Company, Millers Falls, Mass
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

DROP FORGINGS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg, Man.
Dominion Battery Co., Ltd., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

EGG BEATERS
Aluminum Specialty Co. of Canada, Toronto.
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.

FANLIGHT OPENERS
Jos. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, On.

FEED BOXES
Canada Metal Co., Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
Geo. W. Reed & Co., Montreal, Que.
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton. Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co. of Canada, Limited. Toronto.

ICE CUTTING TOOLS

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Sta., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Dure Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIFE CLEANER
The Veno Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Bridgeport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
W. Walker & Son, Ltd., Toronto.

LAMPS, NITROGEN AND TUNGSTEN

LAMP BLACK
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
W. Walker & Son, Ltd., Toronto.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
W. Walker & Son, Ltd., Toronto.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
The B. Greening Wire Co., Ltd., Hamilton.
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The E. T. Fraim Lock Co., Lancaster, Pa.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Maxwells, Ltd., St. Marys, Ont.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Steel Co. of Canada, Ltd. The, Hamilton, Ont
W. Walker & Son, Ltd., Toronto.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man
Canadian Oil Co., Toronto, Ont
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The Sheet Metal Products Co. of Canada, Limited Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Canada, Ltd., Toronto

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.
E. T. Fraim Lock Co., Lancaster, Pa.

PAINT, COLD WATER
Alabastine Co. Paris, Ltd., Paris, Ont.
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John.
W. Walker & Son, Ltd., Toronto.

PAINT AND VARNISH REMOVER
Brandram-Henderson, Ltd., Montreal, Que
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company Ltd., Toronto, Can.

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed.

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE

PETROLEUM FAUCETS

PHOSPHOR TIN AND COPPER
Canada Metal Co., Ltd., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

PINS, ESCUTCHEON

PIPE, ACID RESISTING
Canada Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd. Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwel-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal. Que.

PRUNING SHEARS
Adcock & Co., Ltd., Montreal.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAIL BRACES
B. J. Coghlin Co., Ltd., Montreal.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
The Rugg-Ball Co., Ltd., Ayer's Cliff, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
W. Walker & Son, Ltd., Toronto.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg Mass.

RIFLES
The Fraser Co., Agents B. S. A., Montreal, Que

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

ROOFING, RUBBER
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

ROPE
Dunn Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited. Toronto
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Shurly-Dietrich Co., Ltd., Galt, Ont
Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemsen Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Millers Falls Co., Millers Falls, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Simonds Canada Saw Co., Ltd., Montreal, Que.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto
Goodell-Pratt Co., Greenfield, Mass
The Millers Falls Co., Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont
Henry Disston & Sons, Limited, Toronto
Shurly-Dietrich Co., Ltd., Galt, Ont
Simonds Canada Saw Co., Ltd., Montreal, Que.

SCISSORS
The Acme Shear Co., Bridgeport Conn
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont

SCREENS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs Wm. A. Rogers and His Son, Niagara Falls, Ont

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville
Warren Forge & Tool Co., Warren, Ohio

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited Toronto.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRINGS, AUTOMOBILE
B. J. Coghlin Co., Ltd., Montreal.

SPRING AND WIRE COILING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAIR NOSINGS, PLATES AND RODS
Newell Mfg. Co., Ltd., Prescott, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co. Ltd Montreal
Sheet Metal Products Co. of Canada, Ltd., Toronto.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, COLD ROLLED STRIP
J. N. Warminton & Co., Montreal, Que.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL WOOL
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STORE FIXTURES
Cameron & Co., Toronto.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal
The Hamilton Stove & Heater Co., Hamilton, Ont

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont

STOVES, OIL
The Sheet Metal Products Co., of Canada, Limited Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVE PIPE
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Smith & Hemenway Co., Inc. Irvington, N. J

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont

TANKS FOR PAINT OILS, OIL, GASOLINE,

KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Aluminum Specialty Co. of Canada, Toronto.

THERMOMETERS, OUTDOOR, FEVER, BATH CANDY
Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Sheet Metal Products Co. of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Claxton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
Aluminum Specialty Co. of Canada, Toronto.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The National Electric Heating Co., Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
W. Walker & Son, Ltd., Toronto.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co. of Canada,, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
W. Walker & Son, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIND SHIELD GLASS
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont.
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

WIRE BALE TIES
Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co. Ltd., Hamilton
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

WIRE CLOTH
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.
Frost Steel & Wire Co., Ltd., Hamilton
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE HOOPS
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Graham Nail Works, Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

WIREWORK OF ALL KINDS
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire & Iron Works Co., Ltd., London, Ont

WIREWORKING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

WOODENWARE
J. H. Connor & Son, Limited, Ottawa, Ont.
Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N.Y.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

IF YOUR MESSAGE TO THE TRADE

is advertised in Hardware and Metal it goes by paid subscription to every wholesale hardware buyer in Canada and over 90% of the retailers. An examination of hardware-store displays, or inquiries in the stores, will convince you that these men invariably prefer to buy goods made familiar in the advertising pages of Canada's only weekly hardware trade paper.

HARDWARE and METAL

"Canada's National Hardware Weekly"

143-153 University Avenue - Toronto, Canada

Montreal Branch, Southam Bldg. Winnipeg Branch, Union Trust Bldg.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

EXPERIENCED HARDWARE CLERK WANTed. Must be good salesman. State salary expected. The P. Hyman Company Limited, Kitchener, Ont.

WANTED—TRAVELLER TO SELL HOUSEhold article to call on hardware trade. Box 553, Hardware and Metal.

WANTED—STRONG, AGGRESSIVE SALESman by large Paint & Varnish Manufacturer. To call on manufacturing trade in Ontario. When answering state age and experience. Box 555, Hardware and Metal.

WANTED—EXPERIENCED HARDWARE MANor head clerk, must be good salesman and stock keeper. State where last employed also age and salary wanted. Box 556, Hardware and Metal.

WANTED—ABOUT MARCH 15 ASSISTANT—to the Manager of large hardware store in City of 20,000, Central Ontario. Store employs 10 or 12 salesmen, and the man who fills this position must be a hardware man of energy and experience, capable of taking charge when necessary. Apply in own handwriting. State previous experience and salary expected. Apply Box 557, Hardware and Metal.

MANUFACTURERS' AGENTS

A TORONTO FIRM DOING BUSINESS WITH hardware trade desires to represent manufacturer of hardware and house furnishing specialties, on commission basis. For Toronto district. Box 805, Hardware and Metal.

FOR RENT

A GOOD ESTABLISHED TINSMITH OR plumbing business for rent in an Ottawa valley Town. Population 2500 and good surrounding country. Hardware business in connection with same. Apply to Box 548, Hardware and Metal.

Have you any small needs?

Do you want to sell anything?

If so advertise in this paper and watch Results.

WANTED

REQUIRE SECOND-HAND CIRCLE SHEAR. Send prices and particulars to L. Charlesbois, Saskatoon, Sask.

FOR SALE

HARDWARE BUSINESS IN A GOOD DAIRYing county of Eastern Ontario. Stock about $10,000. Box 547, Hardware and Metal.

FOR SALE—HARDWARE BUSINESS ON main street of a northern Ontario city. Stock about $22,000, turn over three times. Best industries located in city. Apply Box 560 Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

SITUATIONS WANTED

POSITION WANTED AS SALESMAN, STOCKkeeper or manager by hardware man. Twenty years' experience. Box 552, Hardware and Metal.

HARDWARE CLERK EXPERIENCED WANTS position. Good appearance, age 27. Last position manager. Best of references. Box 550, Hardware & Metal.

FIRST-CLASS SHEET METAL WORKER open for position as foreman. Estimates. Fully experienced in all lines. Box 549, Hardware & Metal.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Now is the Time to Buy—don't wait

Consult these Advertising Pages

Our Advertisers will _save_ you Money—buy now

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

---

For Distinctive - - Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

$1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher

Repair shop in itself, mends harness, shoes, autotops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

C. A. MYERS COMPANY

26 Woodlawn Ave. Chicago, Ill., U.S.A.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED

NIAGARA

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc Paddles and Oars.

Peterborough Canoe Company Limited

256 Water Street Peterborough Canada.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.,

Chester, Conn., U. S. A.

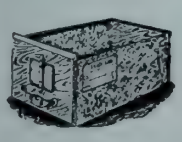
Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.



Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Ave. Toronto, Ont.

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LUFKIN — ACCURACY

Instantly Associated,
In the minds of those who measure,
Everywhere

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

What One Cent Does For You in

For one cent per subscriber we will print a message about your house and product on good quality paper, 7¼″ x 10″ in size, address and mail it to prospects selected because of known, definite interest in hardware products. Every copy goes to a paid-in-advance subscriber who reads it as part of his business routine each week.

In other words, the low rates enable you to send a page message about your house or product to every wholesale hardware house in Canada and over 90% of the Canadian hardware retailers, from Atlantic to Pacific, at a weekly cost of about one cent each.

In view of present low stocks, the retailers' "pick-and-choose" style of buying, the keen competition predicted for 1922, and these low advertising rates, it will pay you to get in touch with us.

HARDWARE & METAL

Office of Publication

143-153 University Avenue, Toronto, Canada

BRANCHES

CANADA—Montreal, Southam Bldg., Bleury St., Phone Plateau 946; Toronto, 143-153 University Avenue, Telephone Adelaide, 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Building, 198 Hastings St. West.
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E. C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.
UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street,) Telephone Watkins 5869; Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

COMMUNITY PLATE

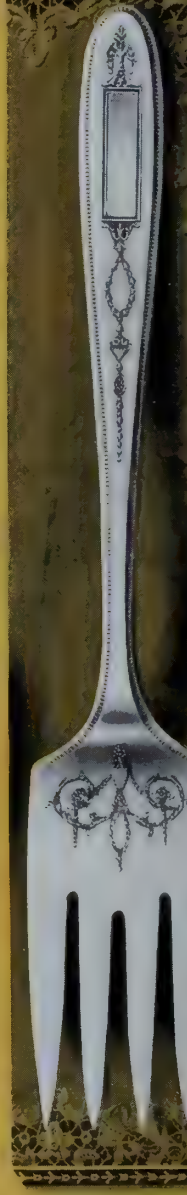
A new finish

—captivating in its appeal

Special orders of the Grosvenor pattern in *COMMUNITY PLATE* —in the new platinum finish— gained so much favour with discerning women, that it has been decided to offer this beautiful finish to the trade, so that every dealer may take advantage of its greater attractiveness.

The Grosvenor is a master-piece of silverware designing and lends itself so well to the rich softness of the platinum finish that you will find it the first choice of your most discriminating customers.

See this new platinum finish and satisfy yourself that, combined with the beauty of the Grosvenor pattern, it is going to mean a great difference in your sales total this year.



Made in Canada by

ONEIDA COMMUNITY

LIMITED

NIAGARA FALLS ONTARIO

34TH ANNUAL SPRING NUMBER

Hardware and Metal

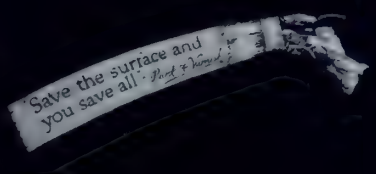
Vol. XXXIV. No. 11 | THE MACLEAN PUBLISHING COMPANY, LIMITED | March 18, 1922
PUBLICATION OFFICE: TORONTO, CANADA

OUR NEW IRON

DESIGNED TO MEET THE PARTICULAR NEED OF THE PRACTICAL PAINTER,

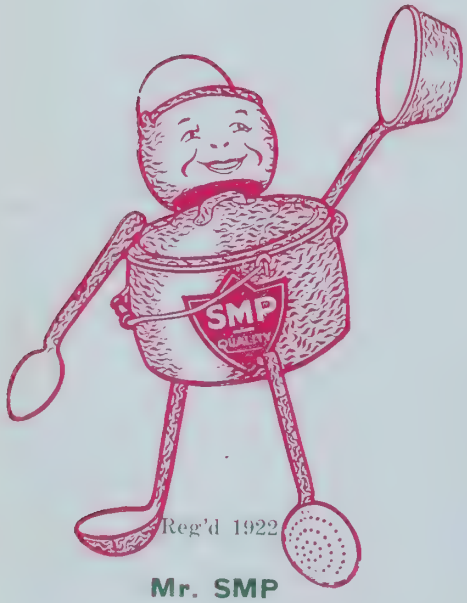
THIS iron has a cover that fits securely but can be removed and replaced quickly and easily. The sides are straight and the handle is flush with the top, making it easy to stack and store. The bail cannot come off as it is attached to the wire rim, which gives strength and rigidity to the can. Altogether, this iron makes a perfectly balanced paint pot, possessing,

Great Strength, Utility and Security.



A Little Talk from Mr. SMP

"Yes! This is a spring number and most of the goods talked about are pretty good **seasonable** lines. But my lines **aren't** seasonable lines. They sell as well in Spring as they do in Fall. Just as speedy in chilly January as in hot July. They are all-year-round lines, and hum-dingers at that. I'm speaking of



Mr. SMP

SMP Diamond or Pearl WARE

"A Face of Porcelain and a Heart of Steel"

Properly handled, Diamond or Pearl Ware can be made the steadiest money makers in the whole housefurnishing section.

In fact, hundreds of Canada's most successful hardware and general store merchants are using Diamond or Pearl Ware—or both—as the profit pivots of their business.

There's **profit for** the dealer in handling Diamond or Pearl Ware—every week—every month of the year.

And profit with rapid turnovers several times a year is what retailers want.

A few Reminders

Diamond and Pearl Ware are being advertised in over 700 of Canada's finest newspapers, magazines and farm journals.

A substantial reduction of 20% on Diamond and Pearl Ware went into effect at the beginning of the year.

Free Cuts

Our set of free cuts is at the disposal of any SMP dealer who cares to use them.

Free price tags are yours for the asking. Also attractive window and counter cards.

Watch "Hardware & Metal" and in a short time you'll read about other splendid helps we are preparing for dealers handling Diamond or Pearl Ware.

Get in touch with your nearest or favorite jobber, corral our traveler when he is next in your vicinity, or write direct to our nearest branch.

If you haven't hooked up to our big drive for Diamond Ware and Pearl Ware you are running your house furnishing business on precedent rather than for profit.

SHIPMENTS MADE PROMPTLY

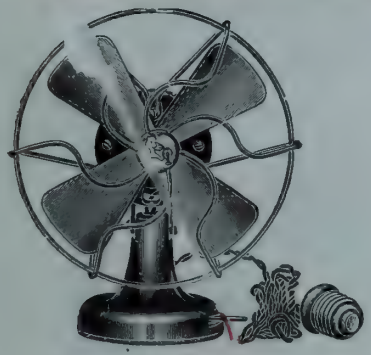
SMP QUALITY TRADE MARK

THE SHEET METAL PRODUCTS Co. OF CANADA LIMITED

MONTREAL EDMONTON TORONTO VANCOUVER WINNIPEG CALGARY

SMP QUALITY TRADE MARK

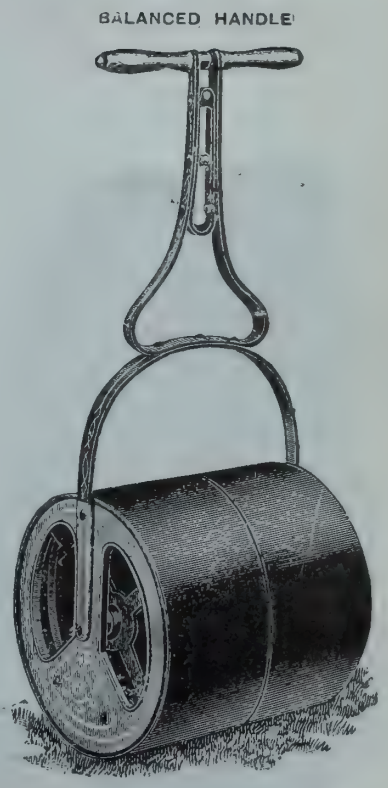
'RICE LEWIS' NEWS



Seasonable Suggestions for Making More Spring and Summer Sales

COMFORT and convenience go hand in hand in making a distinct appeal to your customers, particularly during the Spring and Summer seasons. The wise dealer in towns served by electricity will make a bid for the local electrical appliance trade. **The New Hotpoint Reversible Toaster** will make a decided hit. We can supply you with appliances of all kinds: grills, fans, percolators, irons, toasters, vacuum cleaners, etc.

Don't overlook your Spring house-cleaning stocks. You will be afforded many opportunities to develop business among the housewives. Be sure to carry a good stock of floor waxes, stove, brass and furniture polishes, mops, etc. We have a large range from which to choose. In waxes there are Excello (our own brand), Johnsons, C. & B., Old English, and Linolio. O-Cedar, Liquid Veneer, Red Cross, Glo and Nonolio in furniture polish, Brasso, Putz Cream and Bon Ton for brass and metal. Non-Such Stove Polish and Martin Senour Stove Pipe Enamel, also O-Cedar and Liquid Veneer Mops.



Spring always has its effect on the garden and lawn enthusiast and now is the time to sort up your stocks of lawn and garden tools. We carry complete stocks of lawn rollers, sprinklers, grass clippers, lawn mowers, etc.

Rice Lewis & Son, Limited
TORONTO

Ask the "Rice Lewis" Man or Write Direct

If interested tear out this page and place with letters to be answered.

The Large Modern Plant of the C. S. G. Co.

1922 Holds Great

CORRUGATED HINGES
No. Sc. 935. 5-inch Strap Hinges

The trade press, the optimism expressed at various conventions throughout the Dominion, the speeches of noted economists, and many other trustworthy indications, forecast a normal, stable condition of good business for the hardware market in 1922. Not only this, but convincing facts have been put forward to show that it is a year which will handsomely reward the effort invested. Commercial men may be expected to reap a profitable harvest pretty much in proportion to the way they sow. It is, therefore, a time for planning ahead, for selecting the stocks of established goods that are readily accepted and sell with the most economical use of your time. C. S. G. products have already proved themselves in this regard. In handling them you have a tried and trusted support.

Canada Steel Goods

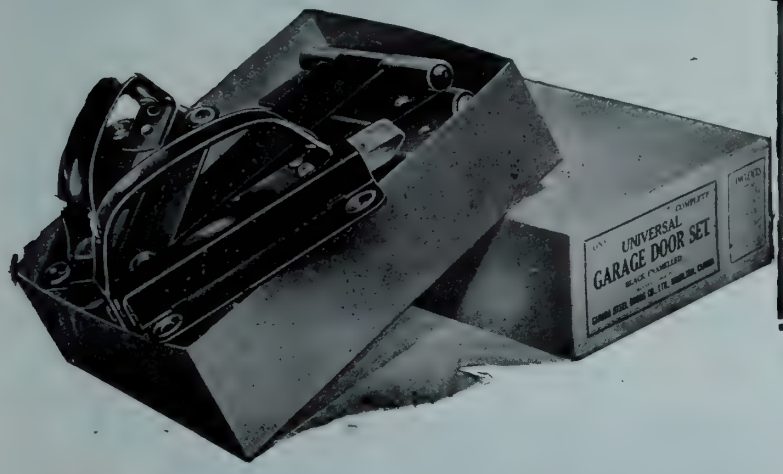
Hamilton

The Universal Garage Door Set

Handsome, useful sets that add to the appearance of any garage and give service in use that delights customers and assures you their continued trade. Packed to reduce selling cost by saving selling time in the handling.

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1056 x 6-inch Wrought Steel Chain Bolt.
1—No. 1056 x 6-inch Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

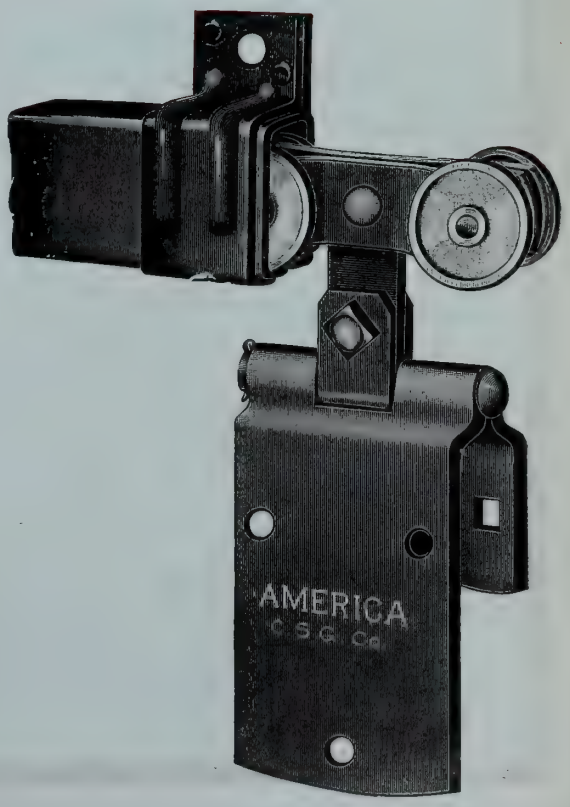
This handsome, easily sold set weighs 10 lbs., and is packed 6 sets to a case. Ask for prices.



Promise for Hardware

The merchant who stocks, displays and sells the dependable, salable products of the Canada Steel Goods Company, Limited, will be sowing good seed in fertile ground. Take Garage Door Sets, for instance: Prominent men in the motor car industry are showing that, although the public believed that the market was overstocked with motor cars, there is actually on hand only a supply about equal to one month's production. As to Hangers and Builders' Hardware: City architects report an increase in the issue of building permits, and in the larger representative Canadian cities the building contemplated exceeds previous years.

1922 is going to be a good year for hardware—suppose you write us for prices and information about your needs.



Company, Limited

Canada

CANADA

RITEWAY

Packed in three, four and five door sets. One set packed complete in box with all necessary parts and screws — ready for erecting.

THE average car owner is entirely at a loss to know what to specify when it comes to ordering fittings for his garage door. He is ready to take the advice of the dealer who can show him a really good garage door. Don't try to sell a careful car owner a garage door set that will not give him efficient service for years. He would be disappointed with a door that is easily wind-swung. The Riteway Garage Door Sets are manufactured to give satisfaction to the most exacting owner. He is the man whose account you are careful to keep.

N. Slater Co.

Hamilton,

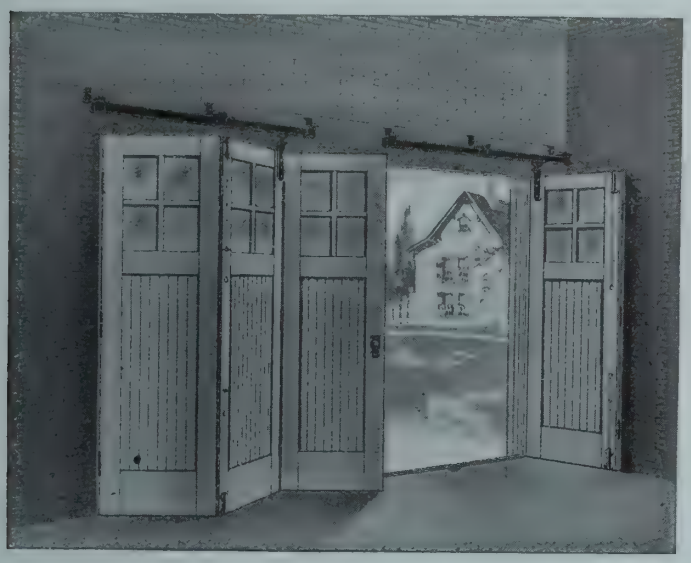
Representatives

N. J. Dineen, Winnipeg
A. T. Chambers Vancouver

BUILDS IN 1922

DOOR SETS

The three-door set covers an opening of nine feet, and the five-door set will cover a fifteen-foot doorway. Convenient for you to handle, and convenient for the car-owner. The doors slide perfectly clear of the opening. The wind can't blow them shut.



Your car-owning customer is a larger buyer than the man who does not own one. His income permits of larger purchases. Be ready to advise him concerning the right way to complete the garage he is building this year. There is only one right way—that is to hang his doors on a Riteway Garage Door Set. Undoubtedly there are going to be many calls for your advice this season — for a great deal of building will be done in 1922. Always carry a set in stock to show the man who wants to know.

Limited

Ontario

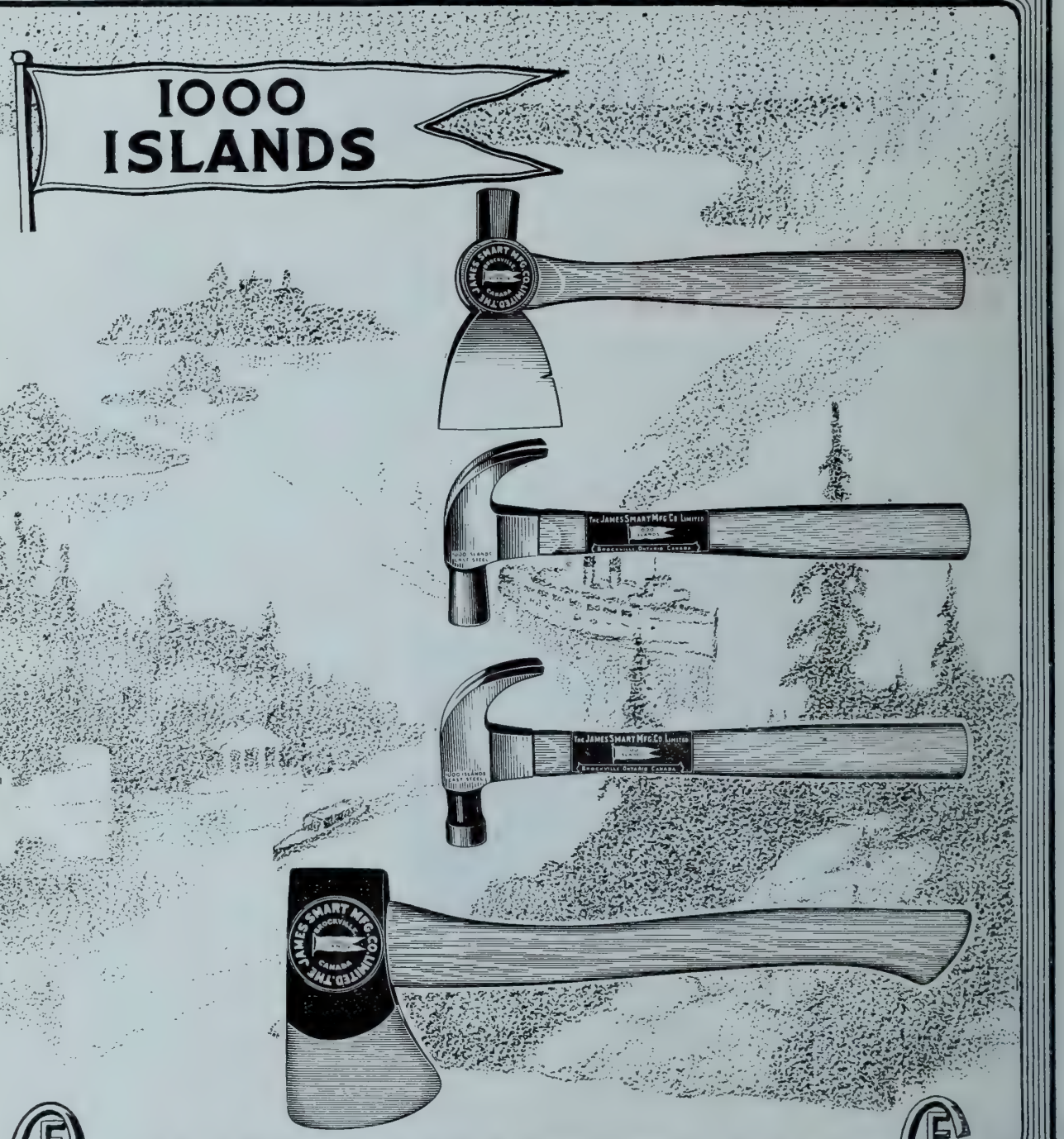
Representatives

T. Mortimer & Co. Toronto
H. E. O. Bull Montreal

CANADA

FOUNDRIES & FORGINGS

LIMITED

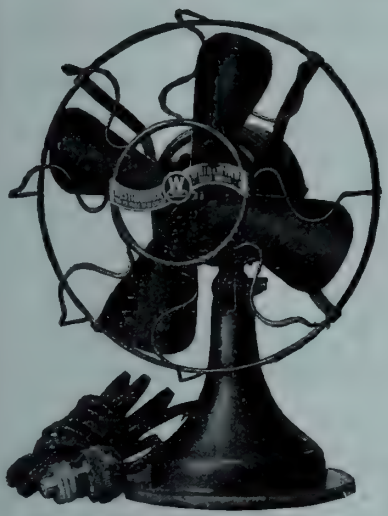


JAMES SMART PLANT, BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered

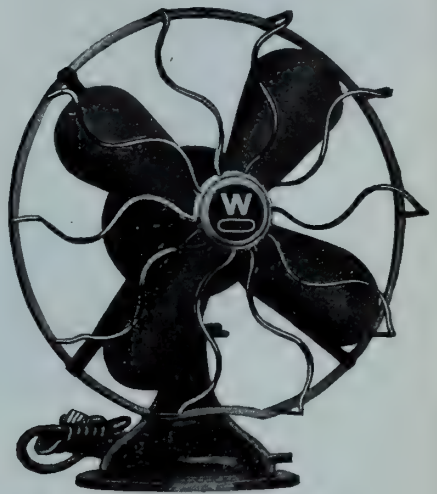
Westinghouse

1922 Electric Fans

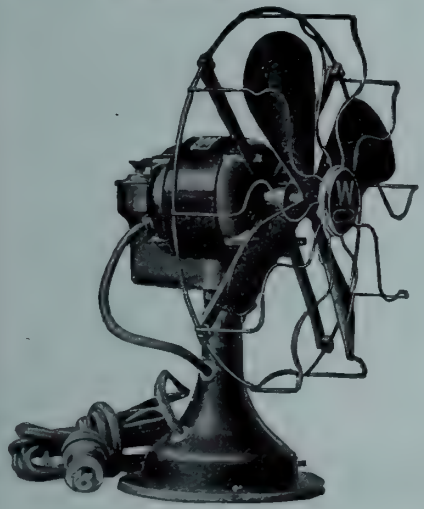


8-inch "Whirlwind" Fan

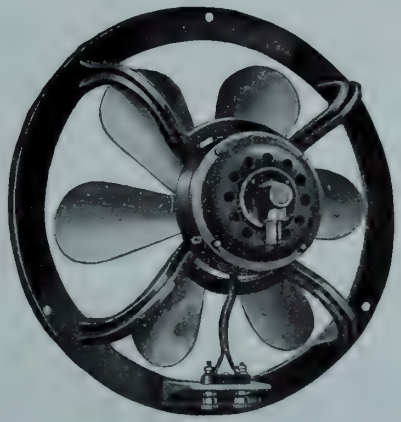
Gyrating Fan



12-inch Desk and Bracket Fan



10-inch Oscillating Fan



12-inch Exhaust Fan

16-inch Desk and Bracket Fan

Westinghouse 1922 fans are designed to meet the demands of the most critical buyer.

The motor is made of the very best materials obtainable. The entire oiling system is automatic, and so arranged that no oil or grease can drip on the furniture. The felt base prevents scratching polished surfaces.

The attractive velvety-black finish of Westinghouse Fans is very practical. It allows the washing of the blades with ordinary soap and water. Shiny brass blades soon become tarnished after washing.

The Westinghouse line of fans is complete:

8-inch "Whirlwind" Desk and Bracket Fans.

10, 12 and 16-inch Oscillating and Non-Oscillating Desk and Bracket Fans.

Gyrating Fans, 56-inch Ceiling Fans, Floor and Counter Column Fans.

12 and 16-inch Exhaust Fans, etc., etc.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.

MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.

MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Nova Scotia Bldg.

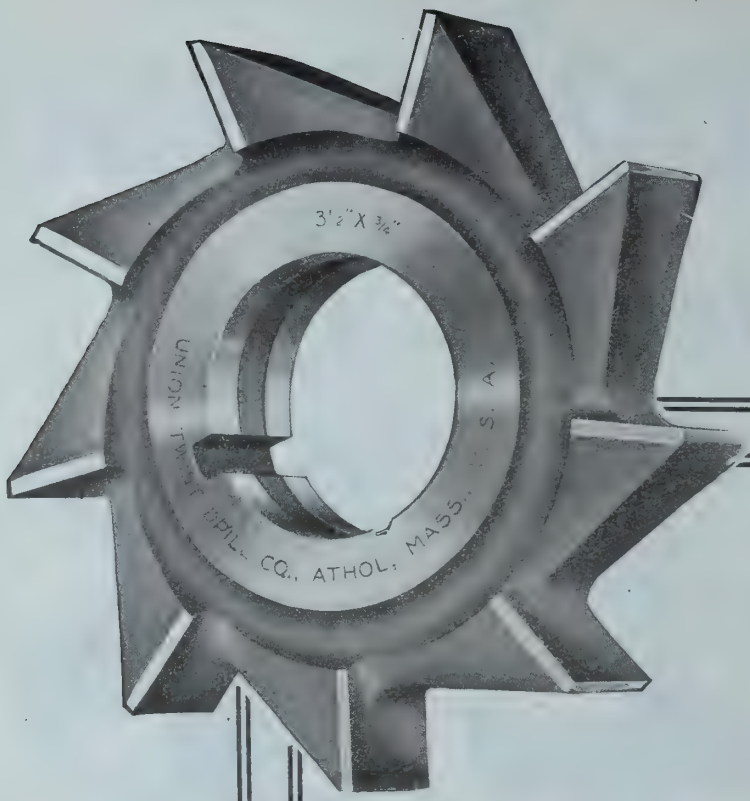
REPAIR SHOPS
VANCOUVER
1090 Mainland St.

OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered



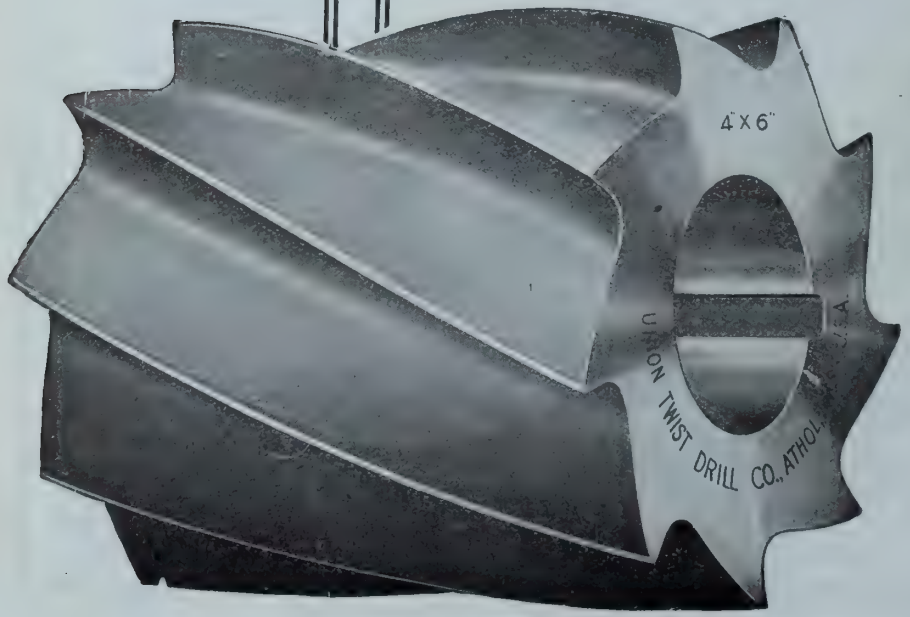
Preferred By Buyers

BUTTERFIELD TOOLS

There is a marked advantage to the hardware merchant in handling Butterfield's Tools. Their prestige and popularity makes them easy to sell with only reasonable effort on your part.

Their speed, accuracy, and reliability has made them liked and respected by capable machinists everywhere.

This undoubted leadership in their field has made them come first to mind with buyers and purchasing agents. It will pay you to get in touch with all who purchase for the large plants, shops and factories near you.



Butterfield & Co. Division

UNION TWIST DRILL CO.

ROCK ISLAND, QUEBEC

Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab Sigfr, Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 1 Lycourgan St., Athens, Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 784 Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

If interested tear out this page and place with letters to be answered.

TIGER BRAND

WHITE LEAD

Bears the Government Seal of PURITY

Has been the first choice of Canadian Painters for over Fifty Years

CHEMICALLY Pure, ground in refined linseed oil, it neither peels nor cracks. Packed in 12 1/2, lb., 25 lb., 50 lb. and 100 lb. irons, or in 500 lb. wood kegs.

S.C.C.

"STELCO" PUTTY

Made by our own special process of grinding kiln-dried whiting with selected oils.

THE STEEL COMPANY OF CANADA LIMITED

M.R.M. CO.

"M. R. M." SHOT

Standard Drop Shot in twenty-four sizes. Double-chilled Shot in twelve sizes.

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered

When You Order Sash Cord Always Specify

"HERCULES" SASH CORD

Made in Canada — and carried by wholesalers throughout the Dominion. "Hercules" brand has proved its worth for over twenty years.

The Hamilton Cotton Company, Limited, Hamilton, Ontario

If interested tear out this page and place with letters to be answered

ANNOUNCING

A National Advertising Campaign on WISS Shears and Scissors

More than 7,000,000 newspaper readers in United States and Canada will see this general publicity. They will learn why it pays to buy WISS Shears and Scissors—and why to avoid the bargain counter variety.

To give satisfaction, a shear should have smooth adjustment—cutting edges perfectly tempered—blades double-forged and scientifically ground—accurate, large size watch screws. It should be tested and inspected thoroughly at the factory, and should bear the stamp and *guarantee* of a reputable manufacturer.

We are going to explain these points to the public, and suggest that retail dealers tie up to this campaign in the following ways, in order to obtain the greatest benefits.

1. Carry a good assortment of Wiss goods—particularly patterns advertised.
2. Show goods in wall cases or plush counter trays—and display suitable advertising signs in your cutlery department.
3. Set up a Wiss window trim and remind customers you have Wiss goods—also display posters reproducing actual ads.
4. Feature Wiss cutlery in your own advertising.

For information concerning this campaign, Display Cases, Plush Counter Trays, Window Trims, Signs, Newspaper Electros, etc., write to Advertising Department,

J. WISS & SONS COMPANY

ESTABLISHED 1848

33 Littleton Ave. Newark, N. J. U. S. A.

If interested tear out this page and place with letters to be answered

The Story of Rope—

The most interesting industrial film ever made, that's what many have said about the "Story of Rope."

Native scenes in the Philippine Jungles, the growing plants, their transformation into fiber, the making of rope and of binder twine.

You are carried from the tropics through the interior of great factories and to the Canadian wheat fields by this intensely interesting film, now available in regular standard or theater prints for circulation in Canada.

Jobbers and dealers may secure the use of this film free for their local picture theater, salesmen's conventions, customers' get-togethers. Footage 3000 feet; program 1 hour.

Ask the Independent Cordage Company,
Toronto, Ontario, for folder showing how
this film is being used elsewhere.

Plymouth Cordage Company

NORTH PLYMOUTH, MASS. WELLAND, CANADA

Independent Cordage Co., Limited

TORONTO, CANADA CANADIAN SALES AGENTS

PLYMOUTH *The Rope You Can Trust*

5-68

If interested tear out this page and place with letters to be answered.

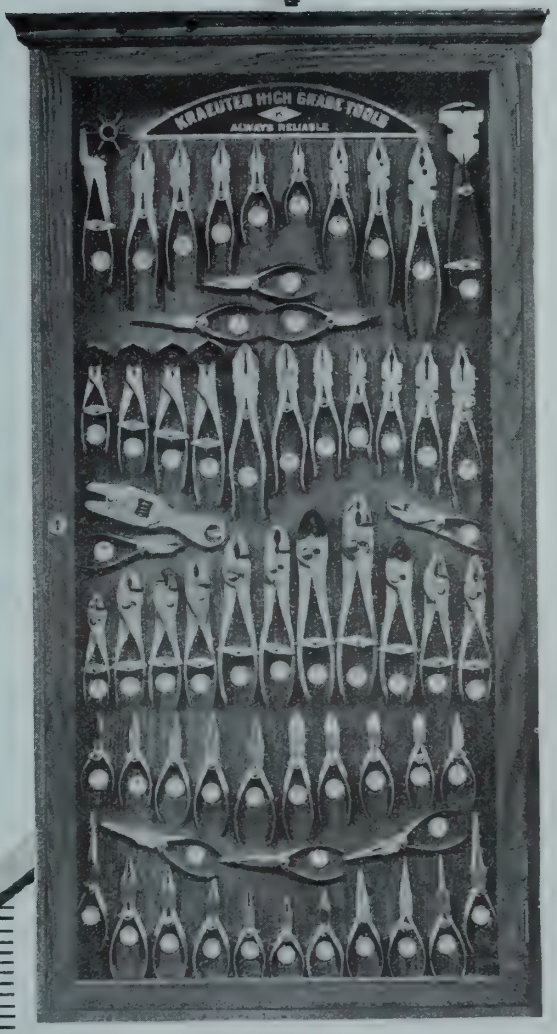
This Display of Kraeuter Pliers Brings Tool Business Into Your Store.

Very often, customers for pliers and nippers do not know the name of the tool they need. Neither are they able to describe it so the clerk behind the counter understands. But it is a simple matter for such customers to select from a display case *just what they want.*

In addition, they often see patterns and styles of pliers they never knew were obtainable.

Men like to deal where the best tools are sold; and if you exhibit these beautifully made Kraeuter Pliers, you are certain to attract the business of men who know and use good tools.

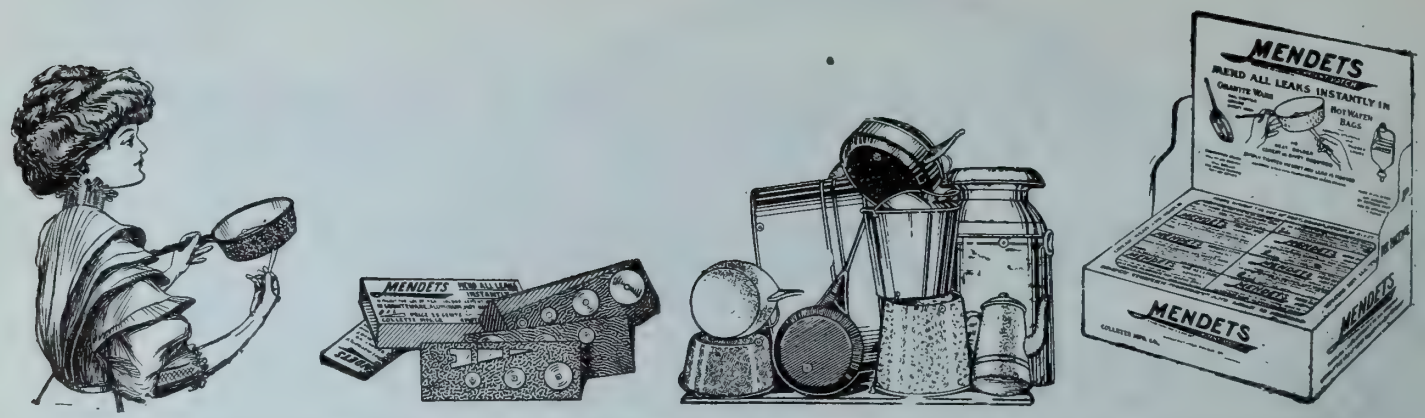
For list of goods in display case and additional information, write for booklet 270.



KRAEUTER & COMPANY, Inc.

569-585 Eighteenth Ave. **Newark, N.J., U.S.A.**

If interested tear out this page and place with letters to be answered



Every Home has Leaky Utensils

There is a Constant Market

Mendets are a good thing to have in the store—because they don't stay long. It is a fact that they have sold by the millions of boxes; there is a constant, large demand for them. They cost little, take little space in your store, and do not use it long.

The profit is excellent.

Your Jobber Has Them

Miller-Morse Hdwe Co., Ltd., Winnipeg, Man.
Marshall-Wells Co., Ltd., Winnipeg, Man.
J. H. Ashdown Co., Ltd., Winnipeg Man.
Wood Vallance, Ltd., Winnipeg, Man.
Morrison-Blackwood Hdwe., Ltd., Moose Jaw, Sask.
Terreau & Racine, Enr., Quebec, Que.
Jos. L. Lemieux, Quebec, Que.
Walter Woods, Ltd., Hamilton, Ont.
Stedman Bros., Ltd. Brantford, Ont.
The Hanbury Hardware Co., Ltd., Brandon, Man.
J. H. Ashdown, Co., Ltd., Calgary, Alta.
Wood, Vallance & Adams, Calgary, Alta.
Fennel & Chandler, Charlottetown, P. E. I.
Rogers Hardware Co., Charlottetown, P. E. I.
Whites, Limited, Collingwood, Ont.
Revillon Wholesale Ltd., Edmonton, Alta.
Marshall-Wells & Co., Edmonton, Alta.
R. Chestnut & Sons, Ltd., Fredericton, N. B.
Bond Hardware Company, Ltd., Guelph, Ont.
The Crowell Bros., Ltd., Halifax, N. S.
The A. M. Bell & Co., Ltd., Halifax, N. S.
Wood, Alexander & James, Hamilton, Ont.
W. B. Dalton & Sons, Kingston, Ont.
H. Chown & Company, Kingston, Ont.
Edwin Chown & Sons, Kingston, Ont.
D. H. Howden & Co., Ltd., London, Ont.
Hobbs Hardware Co., Ltd., London, Ont.
The Cowan Hardware Ltd., London, Ont.
Sumner & Co., Ltd., Moncton, N. B.
A. Prud'Homme & Fils, Montreal, Que.
L. H. Herbert & Co., Montreal, Que.
Frotheringham & Workman Ltd., Montreal. Que.
Starke-Seybold, Ltd., Montreal, Que.
Caverhill, Learmont & Co., Ltd., Montreal, Que.
Lewis Bros., Ltd., Montreal, Que.
Cunningham Hdwe. Co., New Westminster, B. C.
Thompson & Sutherland, North Sydney, N. S.
The Gray-Harvey Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa, Ont.
The Kingan Hdwe. Co., Peterboro, Ont.
Lynch, Parker & Plewes, Regina, Sask.
J. H. Ashdown Co., Ltd., Regina, Sask.
Wood Vallance, Ltd., Regina, Sask.
The S. Hayward Co., Ltd., St. John, N. B.
The Frank Fales Ltd., St. John, N. B.
W. H. Thorne Co., Ltd., St. John, N.B.
T. McAvity & Sons, Ltd., St. John, N. B.
Brace, McKay & Co., Limited, Summerside, P. E. I.
R. R. Holman, Ltd., Summerside, P. E. I.
J. H. Ashdown Co., Ltd., Saskatoon, Sask.
Kennedy Hdwe. Co., Toronto, Ont.
H. S. Howland & Sons, Ltd., Toronto, Ont.
Lyons & Marks, Toronto, Ont.
McLennan, McFeeley & Co., Ltd., Vancouver, B. C.
Wood, Vallance & Leggat, Ltd., Vancouver, B. C.
Martin, Finlayson & Mather, Vancouver, B. C.
F. R. Murray & Co., Ltd., Vancouver, B. C.
E. G. Prior Co., Ltd., Victoria, B. C.
The Thos. Davidson Mfg. Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Winnipeg, Man.

Collette Manufacturing Company

COLLINGWOOD, ONT.

If interested tear out this page and place with letters to be answered

This Heinisch Shear and Scissor Display Has Proved It's Value to Many Dealers

By the law of averages, the more persons who see this display of Heinisch Cutlery, the more goods will be sold.

Customers cannot remain unimpressed by the excellent workmanship and perfect finish of Heinisch shears and scissors. They are attracted toward the display case whether they think they need shears or not—and once they are *interested,* the chances are ten-to-one a sale will be made.

A complete line of all staple numbers is on view, and customers have no difficulty in choosing just the scissor or shear they need. Your clerks save time in making sales, and you can show a well assorted line with the minimum investment of capital.

For list of goods, prices, etc., write for Booklet 154.

R. HEINISCH SONS WORKS

109-121 Bruce Street, Newark, N.J.

If interested tear out this page and place with letters to be answered.

Our 1922 Catalogue

Ready Shortly ***Write For It***

View of our plant, devoted exclusively to production of our goods.

Framed Mirrors

Fitted Plain and Bevel Plate, and Shock

A variety of patterns for Bathroom, Kitchen, Showrooms, or decoration of the home.

No. 1300—1½-inch Golden Oak, fitted plain or bevelled plate mirror.

Catalogue "L"

Is in the printer's hands and will be ready for distribution shortly.

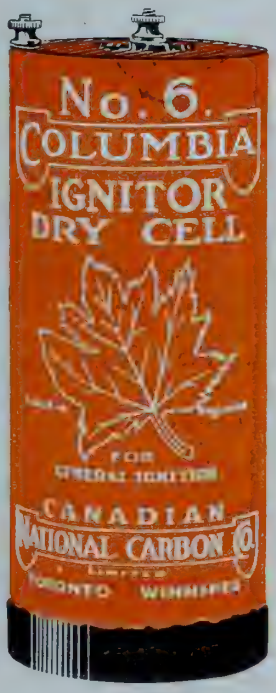
No. 2401—1-inch white enamel frame fitted shock mirror.

We would like the name of every dealer on our mailing list. Write for your copy of this fine new catalogue.

PHILLIPS MANUFACTURING CO., LIMITED

258 to 326 Carlaw Avenue **Toronto, Ont.**

If interested tear out this page and place with letters to be answered



The World's Most Famous Dry Batteries

Columbias are in use everywhere—ringing doorbells and buzzers, providing ignition for gas engines and tractors, for ignition on Fords when starting, operating burglar alarms, summoning the porter on Pullman cars, for dry battery lighting in closet, cellar, barn and outbuildings.

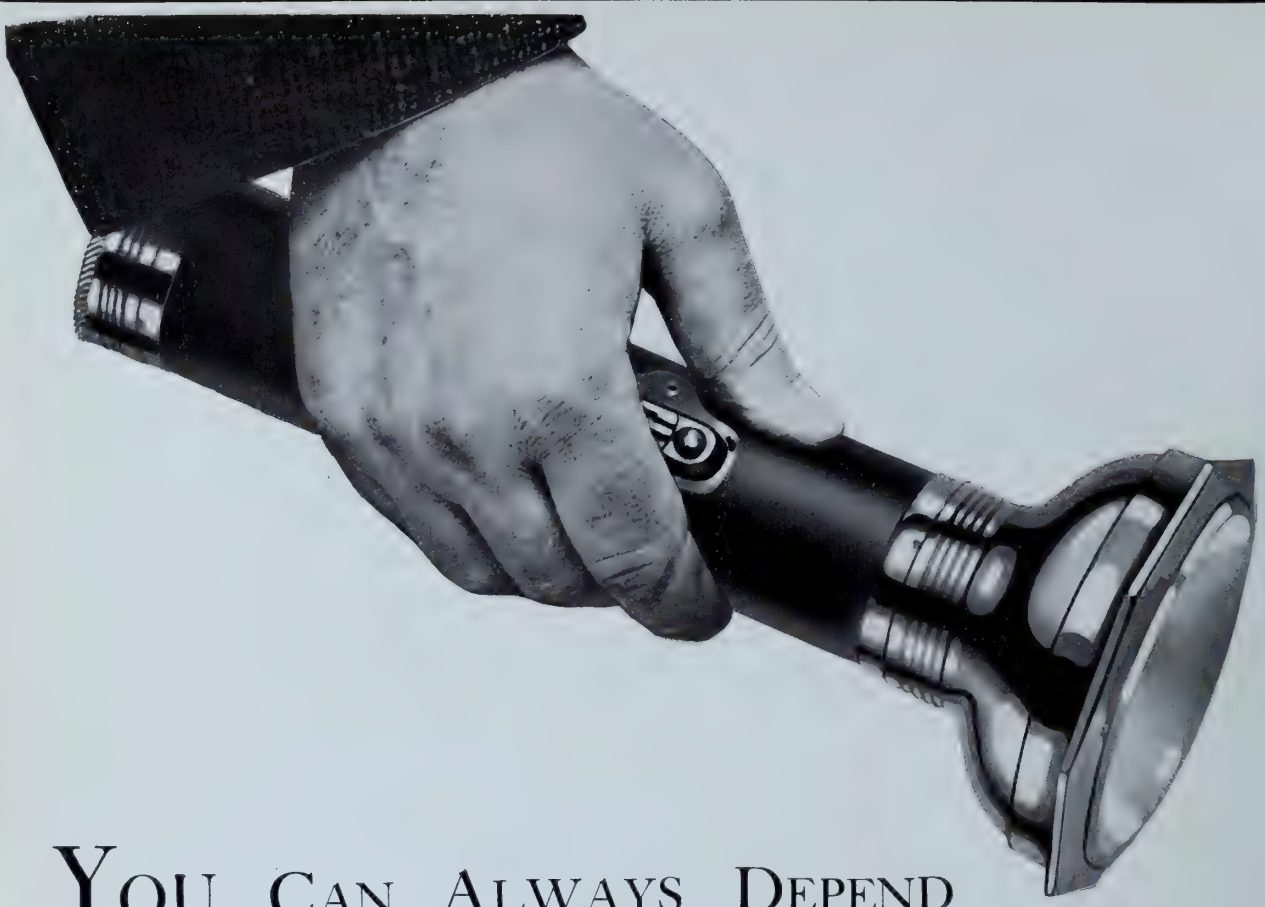
Columbia Dry Batteries are better for every purpose. More power and longer life are built into Columbias to give the most service to the user. Dealers who handle the better class of merchandise always sell Columbias because they are not only the best dry batteries made, but, persistent advertising for many years has created a popular demand which makes Columbias easy to sell and brings repeat sales.

Canadian National Carbon Co., Limited

Montreal Toronto Winnipeg Vancouver

Columbia Dry Batteries

—they last longer



YOU CAN ALWAYS DEPEND on an EVEREADY Flashlight

Eveready's light snaps on with a push of your thumb. It takes the terror out of darkness. Lights up treacherous places and makes night travelling safe. Finds keyholes or things dropped on the floor. For outdoors or indoors, whenever a temporary light is needed, Eveready supplies the need with the safest, most convenient and dependable portable light ever made.

Use an Eveready yourself at home and in your store. It will reveal to you many uses that you can suggest to our customers. Suggestions lead to sales—sales bring profits—and profits build up your business.

Eveready Flashlights and Batteries are sold only through the Wholesale trade. Ask your Wholesaler about Eveready Flashlights—the fastest selling Flashlight on the market, because it is not only the best but it is the only Flashlight which is nationally advertised year after year.

CANADIAN NATIONAL CARBON CO.

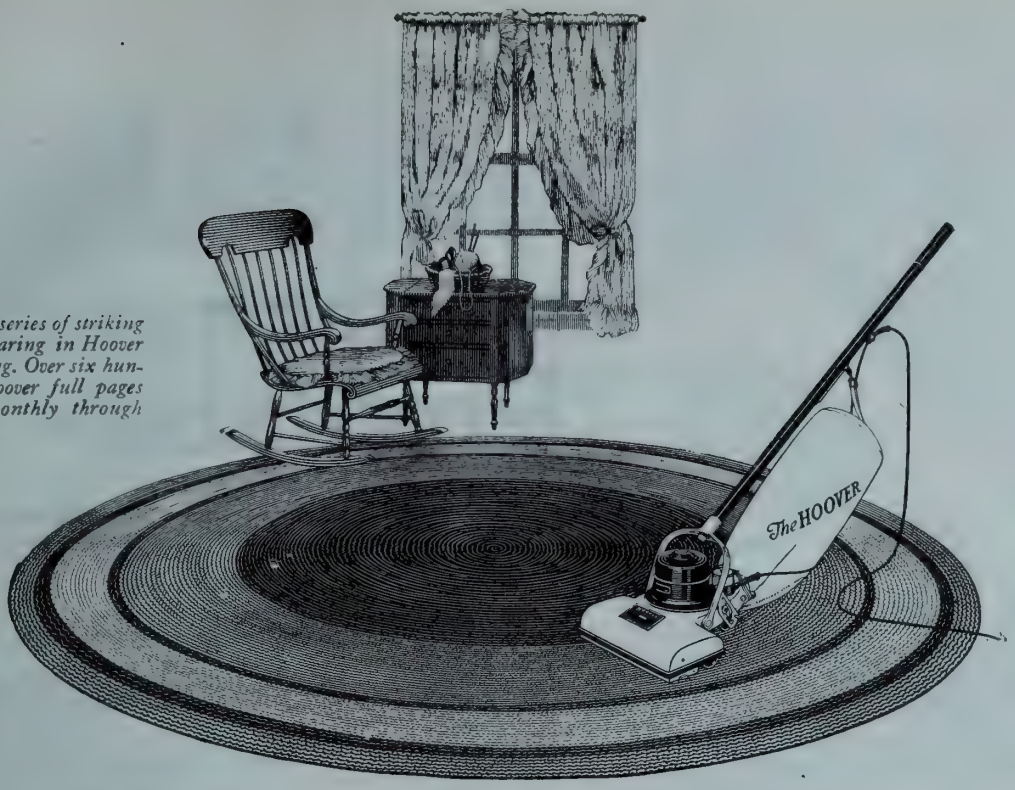
Limited

Montreal Toronto Winnipeg Vancouver

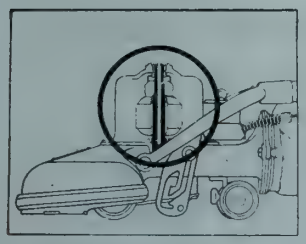
EVEREADY FLASHLIGHTS

—For Safety's Sake

This is one of the series of striking illustrations appearing in Hoover national advertising. Over six hundred thousand Hoover full pages are circulated monthly through leading magazines



We *Guarantee* the Sale of Hoovers on Our Co-operative Plan



Lubrication Made Simple and Safe

(Another Patented Hoover Feature)

COMPLICATED methods of lubrication on electric cleaners cause many troubles. Grease-cups puzzle women and are "messy" to use. Hidden oil-cups are usually neglected. The Hoover is therefore designed to be oiled in only one place, located for convenience and as a reminder, right on top of the motor. Three drops of oil from an oil-can are sufficient for an ordinary week's use. Any excess of oil that may be given drains off into the dust chamber instead of getting on the commutator to cause pitting, of sticking on the carbon brushes to cause sparking, or of soaking the electrical windings to cause shorting. This invention protects Hoover users from troubles occasioned by improper lubrication. Covered by a Hoover patent. Eighteen other patents protect the salient features of electric cleaner construction. Still other applications for patents are pending.

We do not ask the Authorized Hoover Dealer, who accepts our famous Co-operative Plan, to order a large stock of Hoovers.

On the contrary, we endeavor to restrict his first order—as well as the subsequent orders—to a month's supply. For we are strong advocates of the monthly stock turnover idea. We do all in our power to enable our dealers to make *twelve profits a year* on Hoovers.

Furthermore, we relieve the dealer of risk by unequivocally guaranteeing to sell his Hoovers for him.

We agree to secure leads, demonstrate, sell, deliver and service Hoovers for him. All we ask in return is a small space in his store for a demonstration booth, and his hearty co-operation.

He receives the benefit of our years of experience in selling Hoovers for other merchants. We use the same methods, in his store and community, that we are successfully using in so many cities and towns.

Now is an Excellent Time to Become an Authorized Hoover Dealer

While Hoovers are year around sellers, the Spring Housecleaning period always brings many additional prospects into the market.

So you could not ask for a more favorable time to join forces with us.

Send immediately for a Hoover representative!

THE HOOVER SUCTION SWEEPER COMPANY OF CANADA, LIMITED
Factory and General Offices: Hamilton, Ontario

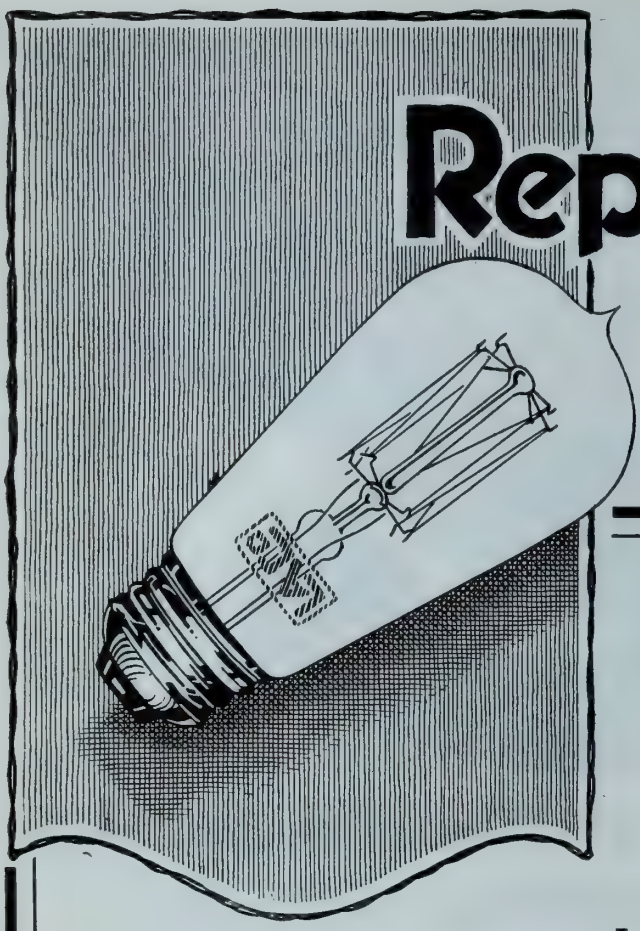
MADE IN CANADA BY CANADIANS FOR CANADIANS

The HOOVER

It BEATS.... as it Sweeps as it Cleans

If interested tear out this page and place with letters to be answered

Repeat Sales are the most Profitable—



BECAUSE they cost least in selling-energy—and they sell **other goods** as well.

But repeat sales come only with the **first** sale of **Quality** goods.

Laco Lamp customers are the Store's Customers—because they have bought a first rate article, that gives **better satisfaction** at **lower cost**—from a man **they have proved** "knows his business."

It **pays** to handle this business— and it pays **best** to sell a **Quality** lamp. **Sell**

LACO **LAMPS**

and make your store headquarters for lighting efficiency in your district.

Be a Lighting Expert

and Build **Repeat** Lamp Sales.

It pays to be a **Lighting Specialist.**

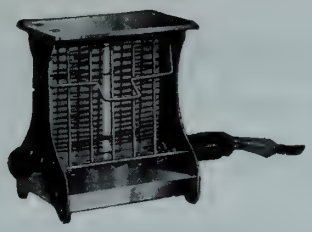
With the co-operation of Laco Engineers it is easy for the Dealer to give a specialized service and expert advice for the lighting of any building or any purpose—and this co-operation is at the call of Laco Dealers any time, any place.

Specialize—be an expert lighting man—Sell Laco Lamps!

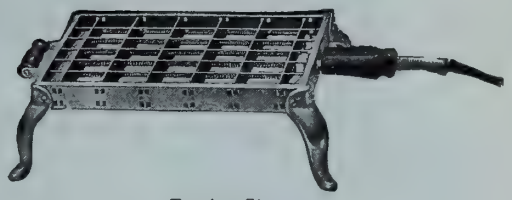
Canadian Laco Lamps Limited

Montreal **Toronto** **Winnipeg** **Vancouver**

C6
C6 Range



Upright Toaster



Toaster Stove

National ELECTRIC

A Line It Pays to Push

Many people in Canada enjoy lower rates for electric power than can be obtained anywhere else in the world. The sales opportunity for electric appliances in Canada is unusually profitable.

For the merchant to permanently enjoy good sales, with an ever-expanding future, reliable, dependable appliances are needed and they must be **pushed hard.**

Display National Appliances—it will pay you handsomely.

THE NATIONAL ELECTRIC HEATING CO., LIMITED

Toronto, Canada

249 Mountain St. Montreal, Que.
52-56 Albert St. Winnipeg, Man.
627 Vancouver Block Vancouver, B.C.

Water Heater

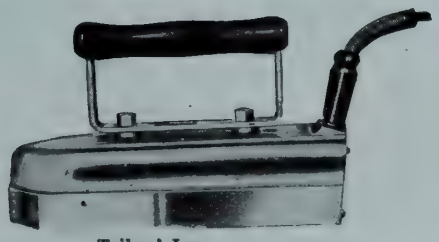
One Burner Hot Plate

F05 Range

Heatray

A4 Range

Two Burner Hot Plate



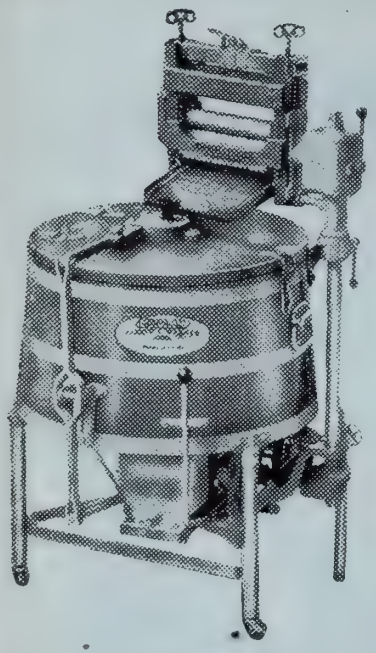
Tailors' Iron

Model B 6 lb. Iron

If interested tear out this page and place with letters to be answered

Maxwell Products

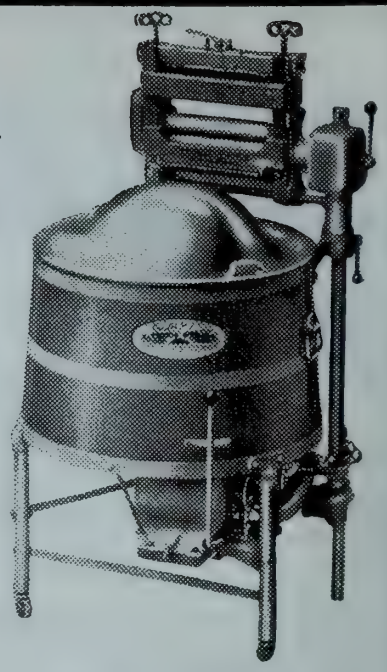
The Standard of Value and Economy in Farm and Home Utensils

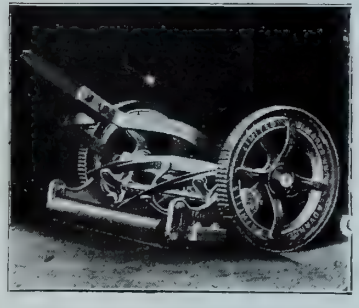


Maxwell Lawn Mowers sell by merit. Obtainable both plain and ball-bearing, with 4 or 5 best quality steel knives and cutting plate. Handsomely finished in colors and aluminum.

The "Minimax" is the newest dolly type Electric Washer and Wringer. It combines all the advanced features of a high-priced machine, but sells at a moderate cost.

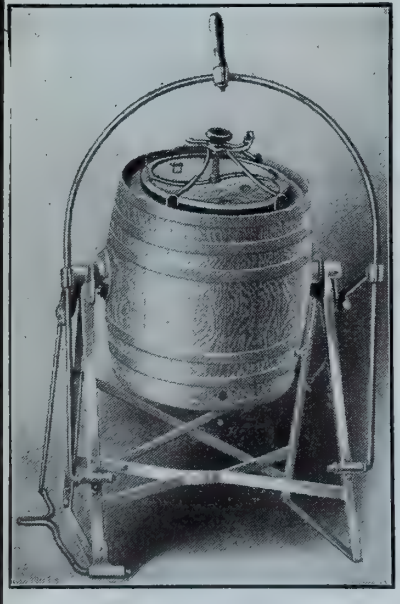
The "Mono-Vac" Electric Washer and Wringer operates on the vacuum system. No effort has been spared in its manufacture to produce a perfect-running and handsome machine.





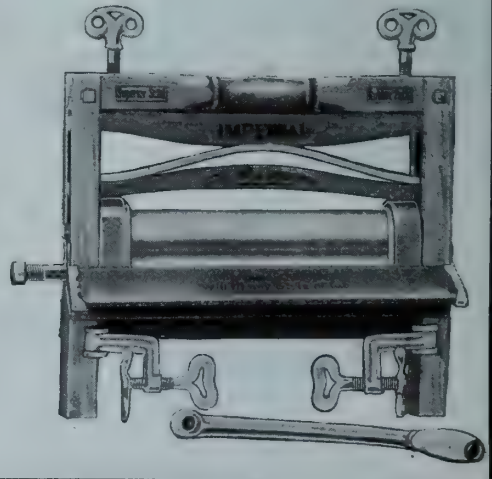
Maxwell's H & P (Hand and Power) Washer is a light-running machine with cut gears giving minimum of noise and vibration. Designed especially for purchasers who may later on desire to use engine power.

The "Home 65" Food Chopper is an invaluable asset to kitchen equipment. It has four sharp cutting plates, is watertight, and so constructed as to be easily cleaned after use. Made in two sizes, family size and medium.



The "Favorite" Bow Lever Churn is a late improved model. The barrel is of golden-finish oak, with bronze hoops and the frame is of aluminum. Large roller-bearings, smooth action and durable. The adjustable handle provides for left or right-hand operation.

The "Imperial" Clothes Wringer is one of Maxwell's several excellent types. Has covered gears, ball bearings and improved clamp to fit any tub.



MAXWELLS LIMITED

St. Marys, Ontario

Representatives:

BISSETT & WEBB
126 Lombard St.,
Winnipeg.

JAS. S. PARKES & CO.
290 St. Paul St. W.,
Montreal.

If interested tear out this page and place with letters to be answered

HOTPOINT

Women demand guaranteed merchandise. The enviable reputation that all Hotpoint appliances enjoy, enables you to sell them to your most fastidious customers, and to realize, that you are selling merchandise beyond reproach.

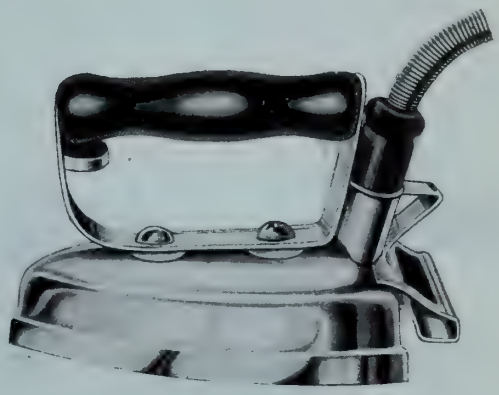
The New Hotpoint Reversible Toaster

Every electrical appliance of the famous Hotpoint line, possesses exclusive features, that enhances its value as a necessary appointment for the modern home.

The latest addition to the line is the new Hotpoint Reversible Toaster. The bread is turned on this device without handling, kept hot, and toasted evenly. Two slices of bread may be toasted at the same time.

The Hotpoint Iron

You have, no doubt, sold in the past, hundreds of irons, and consider additional sales a very commonplace occurrence, but stop a minute, and give a thought to the woman who is purchasing her first electric iron, that iron will be an advertisement for your store. Is it to be a good or bad advertisement? Take no chances, sell her a Hotpoint Iron, the iron with the thumb rest.



To create prestige for your store, sell Hotpoint Electrical Goods.

"Made in Canada"

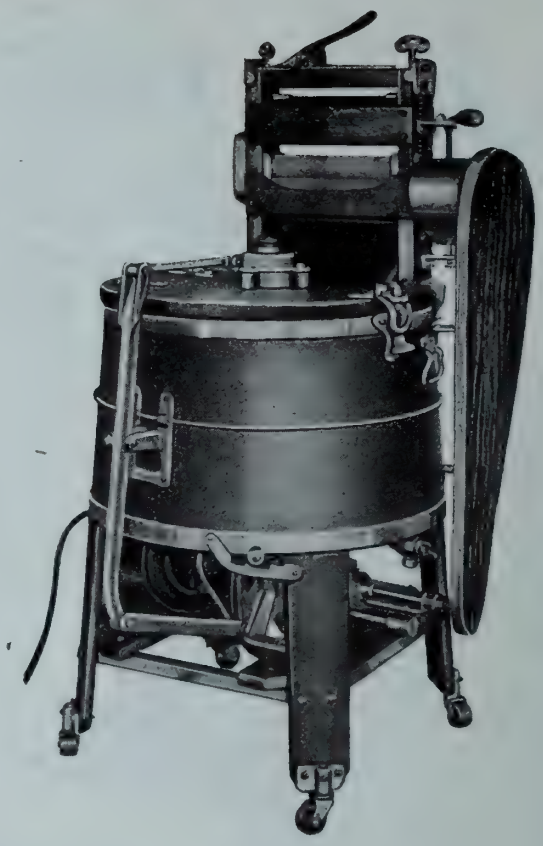
Canadian Edison Appliance Co., Limited

STRATFORD **CANADA**

If interested tear out this page and place with letters to be answered

TWO Connor Electrics

The Economy Electric is designed to enable hardware merchants to meet the definite demand for moderately priced electric washing machines. The Economy Electric does that and more. Consider a few of its selling points; Tub of stave-leg design, mounted on four, full-swivel castors; from Cypress lumber of best quality, (the wood most suitable for washing machine construction), stationary wringer, 11-in. rolls of best quality; safety release; reversible water board, simple in design.



The Connor Electric Model 1.

To describe this briefly: best quality extra thickness Cypress tub, mounted on a strongly braced steel frame galvanized; tilting tub for thorough drainage. Swinging wringer with best quality 12″ rolls, reversible water board, and safety release.

Write for prices on our full line. Electric, belt driven, water power, hand operated washers, clothes wringers, woodenware.

J. H. CONNOR & SON
LIMITED

OTTAWA - CANADA

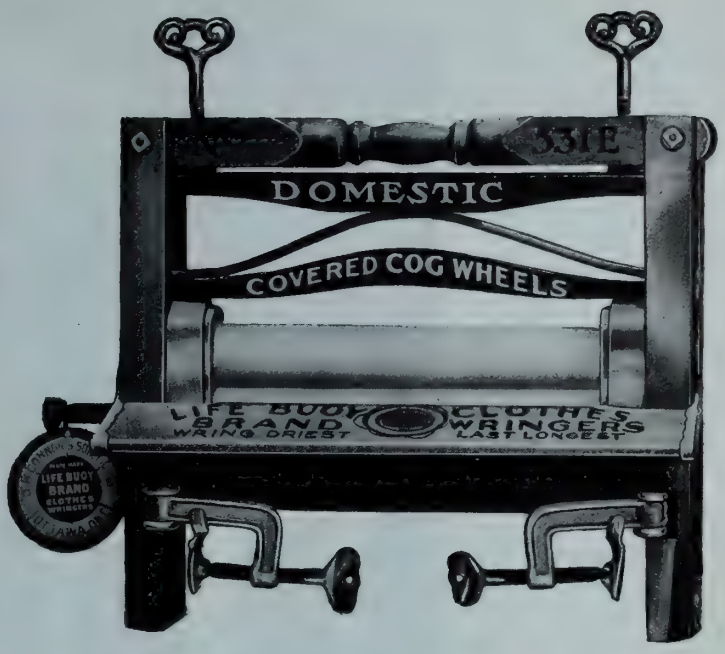
Established 1875

310 Chambers St., Winnipeg, Man. McPherson Teetzel Co., Vancouver, B. C.

If interested tear out this page and place with letters to be answered

Connor

Water Power, Hand Operated Washers and Clothes Wringers



Connor Low Pressure Water Power Washer is without doubt the most popular water motor washer on the market, the kind that creates profits and goodwill.

Canada First. This reliable and effective washer is still the popular cut gear machine, noted for its ease of operation.

Wringers Of All Grades and Styles

531E—Domestic: Clothes Wringer, Ball Bearings. Enclosed cogs, Elliptic Spring, best quality, five year guarantee rolls.

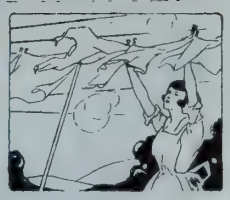
J. H. Connor & Son Limited
OTTAWA : : CANADA

Established 1875

If interested tear out this page and place with letters to be answered

SunnySuds
SUNNYSUDS

Sunnysuds
Electric Washer & Wringer



How Many Families Have Waited Just for This?

How often have people come into your store—sold on an electric washer and wanting one—but unwilling to pay the price that even the best manufacturers were compelled to ask? Those were sales that price prevented.

Not only for these people was the Sunnysuds designed. It was designed for any home that needs a standard size, all metal washer. But it retails for $150.00.

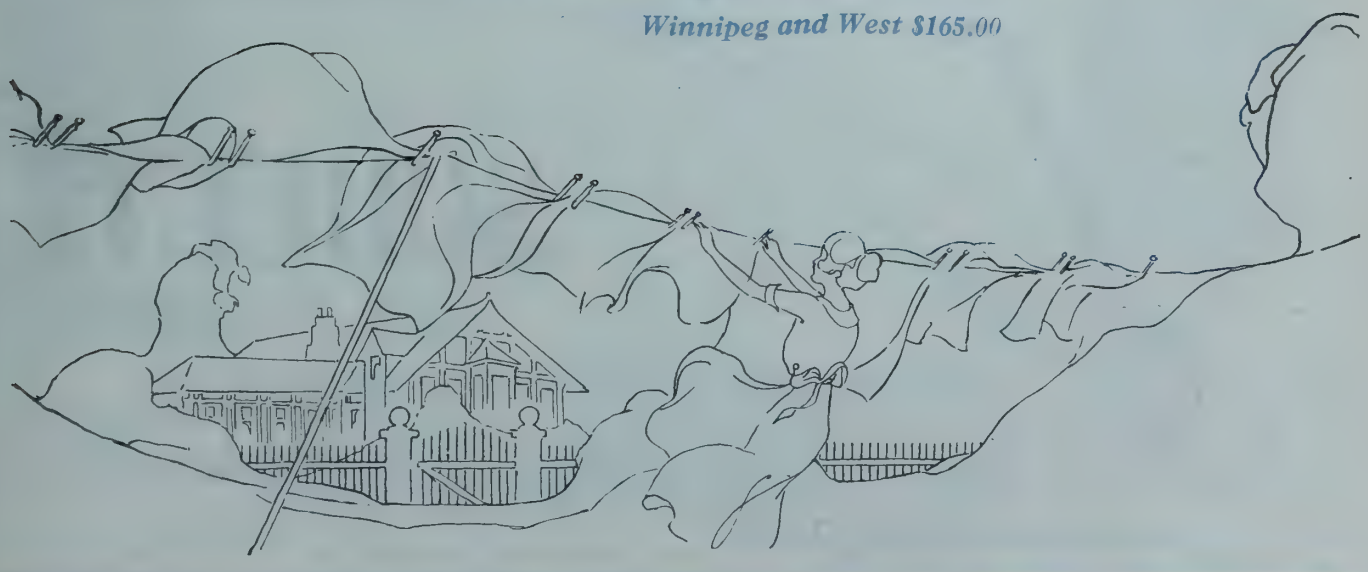
Don't trust your imagination for the details of the Sunnysuds. Nothing essential has been omitted; no part has been "shaved." The cabinet is built of pressed steel, folded and braced to insure absolute rigidity. The six sheet tub is corrugated copper with sediment zone and copper baffle plates. The 4-position reversible wringer is aluminum.

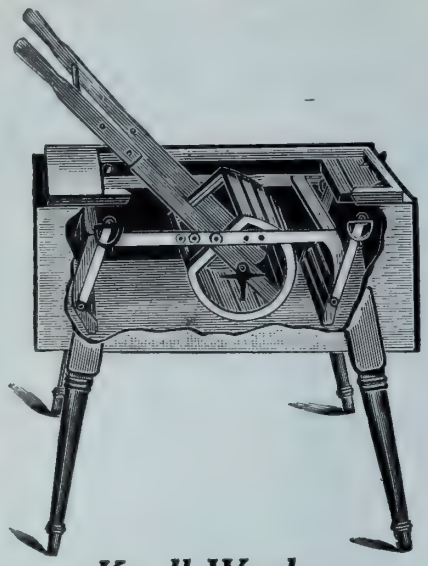
A large number of department stores, appliance dealers, household shops, etc., read the foregoing Sunnysuds advertisements. They sent for literature and ordered samples, unwilling to believe that a satisfactory family size, all metal washer could be made to sell for $150.00. All of them were convinced; many made application for territory; some are now Sunnysuds dealers—and making money! Write for complete information.

ONWARD MANUFACTURING CO., KITCHENER, ONT.

Retail price $150

Winnipeg and West $165.00





Knoll Washer

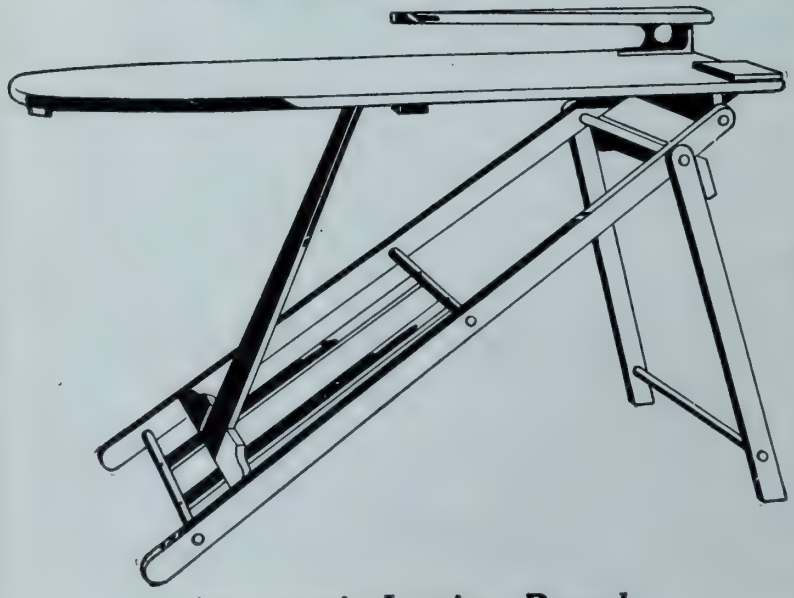
The SCHULTZ

Line of Utilities

Wood Products That Assure Swift Moving Sales

Folding Clothes Bar

Get Our Latest Price Reductions On The Full Line



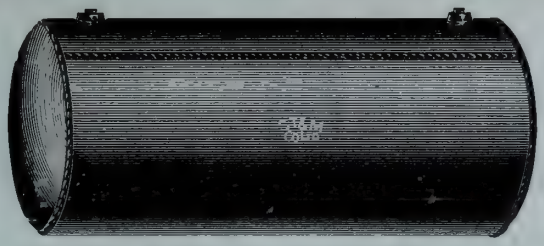
Automatic Ironing Board

SCHULTZ

BROS. CO. LIMITED
Brantford
Canada

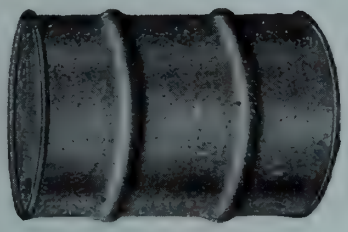
If interested tear out this page and place with letters to be answered

QUALITY HIGH



Welded Pneumatic Tanks

PRICES LOW



Steel Shipping Barrels

"Not How Cheap but How Good"

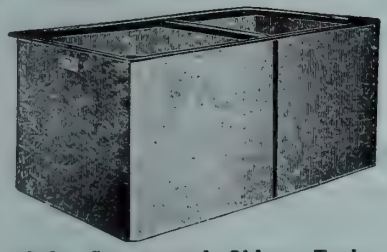
Gasoline Truck Tanks
Strong—Clean—Sanitary—Durable

High Grade STEEL TANKS

at prices that will enable you to make a quick turn-over

Oil and Gas Tanks

Air Pressure Tanks



Galv. Square and Oblong Tanks
10-gauge and Lighter

All these goods are made in welded black or galvanized sheet steel and the quality is unreservedly guaranteed by us.

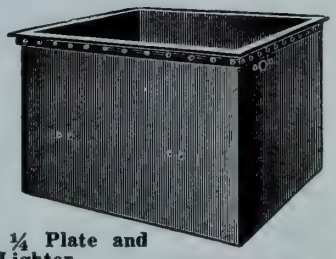
We know from experience that they will give satisfaction to your customers and to you.

We make them in our own factory and can quote you prices much lower than you pay for "imported" goods.

Send rough sketch or drawing of any special tanks you may require.

Goods can be shipped direct from our factory to your customer.

Send for new, complete Catalogue No. 32 —it's interesting.



¼ Plate and Lighter

Round Hoopless Tanks
(Galv.)
Beads pressed in body give great strength. No place for water to lodge and rust out.

The Steel Trough & Machine Co., Ltd.

Tweed - Ont. - Canada

¼ Plate and Lighter
Round Steel Tanks

MADE IN CANADA

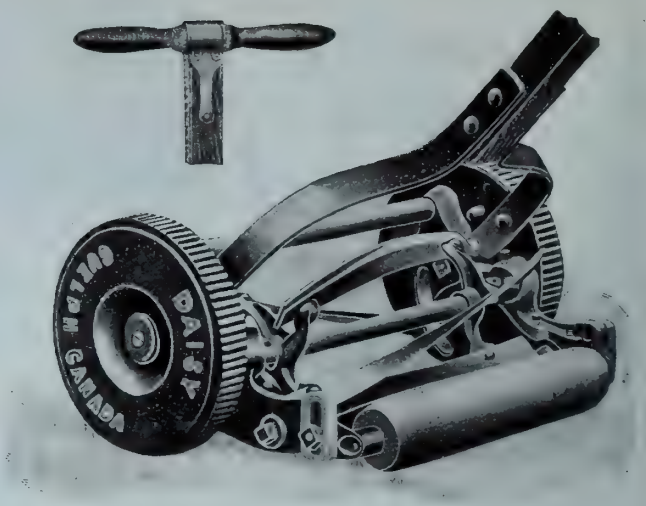
Oil and Gasoline Storage Tanks, Capacity up to 8,000 gallons

MADE IN CANADA

Lawn Mowers

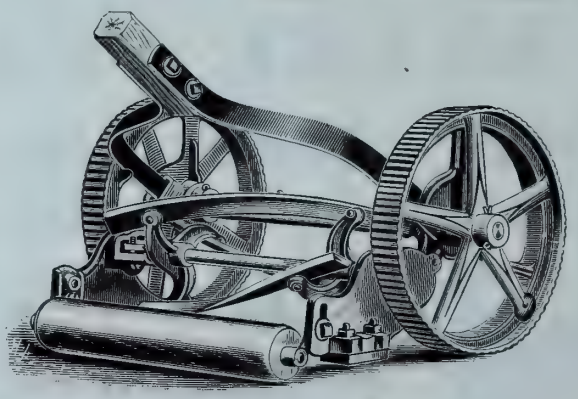
THAT ARE MADE FOR SERVICE

THEY SELL THEMSELVES



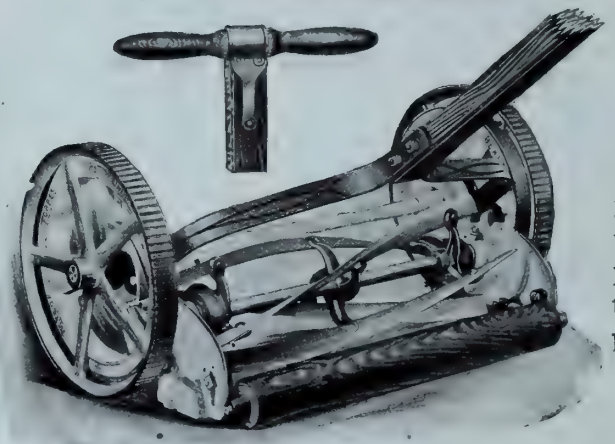
Guard against dissatisfied customers by selling only guaranteed quality Mowers—your recommendation assists materially in a customer's decision, and on you rests the onus if what you sell fails to please.

T. F. MOWERS HAVE STOOD THE TEST FOR OVER 50 YEARS

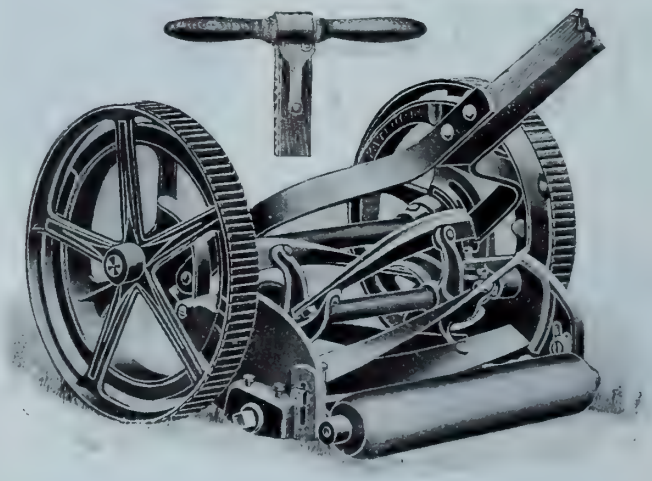


Catalogues and Counter Display Cards furnished on request

When you carry the T. F. Line, headed by the "WOODYATT MACHINE," you immediately create confidence in your customers because this mower's long, unrivalled standing on the market has been possible only through unceasing attention paid to its design and construction.



The dependability of the Woodyatt Mower has been extended to the other machines built in our plant and each is supreme for the purpose designed and at the price supplied.



Your Jobbers Can Supply You, If Not Write Us Direct

TAYLOR-FORBES

COMPANY - - - - LIMITED

Makers of the World's Best Lawn Mower

Head Office and Works:

GUELPH - - ONTARIO

Toronto	Montreal	Vancouver
Quebec	St. John	Halifax
Winnipeg	Regina	Calgary

Registered

W.D.S. & Co DURO ALUMINUM

Trade Mark

"DURO"

Registered

W.D.S. & Co DURO ALUMINUM

Trade Mark

ALUMINUM WARE

99% PURE

Canada's Best Cooking Utensils

MADE-IN-CANADA

LARGE RANGE TO CHOOSE FROM—POPULAR PRICES

"Duro" is setting the pace in the quality race
Leading jobbers handle "Duro" and every piece is fully guaranteed

TEA KETTLE, WELDED SPOUT

No.	Capacity	Diam. Bot. Outside	Depth Inside
165	5 Quarts	9¼ inches.	5¼ inches.

Opening at top of kettle, 5¼ inches. Cover, 5½ inches over all, dome shaped with ebonized knob.

No. 167	Capacity	Diameter Bottom Outside	Depth Inside
	7 Quart	9¾ inches	6 inches

Opening at top of kettle, 5½ inches.

Cover over all, 5¾ inches, dome shaped with ebonized handle.

Handle, flat steel, heavily retinned, with ebonized wood grip. Ears have notched handle rest to prevent handle from contact with kettle and becoming hot.

Handle will stand erect when desired.

Opening at end of spout large enough to fill from faucet without removing cover.

Spouts are welded to the body.

DAIRY PAILS

No.	
380	8 Qt.
381	10 Qt.
382	12 Qt.

Light, yet durable. Can be used for milk, water, etc. Polished finish.

Have you received a copy of our new catalogue and price list ?

DURO ALUMINUM, Limited

Hamilton - Canada

W. D. SHAMBROOK, President

Representatives:

A. T. Chambers, Vancouver.
J. R. Anderson, 36 St. Dizier St., Montreal.
L. T. Walls Sales, Ltd., Winnipeg.
Armstrong & Paterson, St. John, N.B.
A. F. Burns, Hamilton, Ont.

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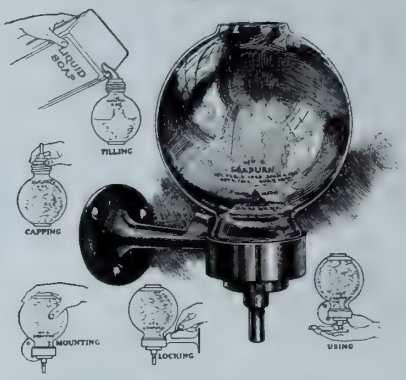
Nail Pullers

Liquid Soap Dispensers



Saw Sets

Up To The Minute

SAWSETS—The No. 1, for hand, band, butcher and fret saws not over 16 gauge, has a sliding anvil, and is designed for the person who wishes to use his own judgment in setting a saw. In the hands of an expert, it cannot be excelled.

The "Special," for the same saws as the No. 1, has a fully indexed, rotatable anvil and can be used with perfect results by anyone, no experience required.

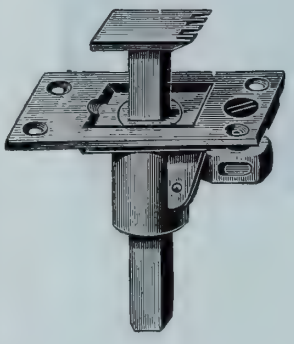
The No. 3 is for cross-cut and circular saws, 14 to 20 gauge.

The No. 4 is for "Champion," "M" and other double-toothed saws, 14 to 20 gauge.

The No. 5 is for timber and board saws, 6 to 14 gauge.

BENCH STOPS—The No. 1 has the unique record of never having had a complaint made against it during the forty years it has been on the market. Strong, durable, quick acting, we would improve it if possible but have never been able to.

Bench Stops



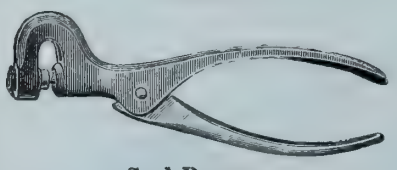
NAIL PULLERS—This is a whale of a seller. We have heard of cheaper ones but never of a better. The shank has a handle and hand guard which prevent injury to the hand. The foot has a double bearing between which is mounted the shank jaw. The double bearing or box joint keeps the jaws from ever spreading. No springs to rust and break. The scientifically designed foot and straight arm pull enable a nail to be drawn out straight with half the effort needed by any other puller. We have found that once a user, always a user, because it is so superior.

PUNCHES—The No. 1 is used to punch out round holes 1/16 to ¼ inch in paper, leather, fibre, very thin sheet metal and other similar materials.

The "Hercules" will punch a ¼-inch hole through No. 18 sheet iron or its equivalent; made in sizes 1/16 to ⅜ inch, inclusive. Used largely by automobile manufacturers and repairers, and by sheet metal workers.

SEAL PRESSES—These are used to impress lead seals by shippers of sealed merchandise, such as dairies, railroads, express companies, etc., and by electrical, gas, meat inspectors, etc., who attach a stamped lead seal to the article inspected. While this is not an article generally handled by hardware men, you will be surprised how much business there is in seal presses just waiting to be picked up. Made in two sizes, No. 1 and "Pocket."

Punches



Seal Presses

SOAPURNS—We make a line of liquid soap dispensers for public and private use and also dispensing valves for a liquid soap system particularly adapted to hotel and factory use. This system consists of a tank, piping, fittings and dispensing valves.

The No. 4, illustrated, is our latest Soapurn and we believe the best dispenser upon the market.

It will pay you to keep Soapurns in mind for they are going to be one of your big sellers some day.

Chas. Morrill **106 Lafayette St.** **New York**

MORRILL PRODUCTS

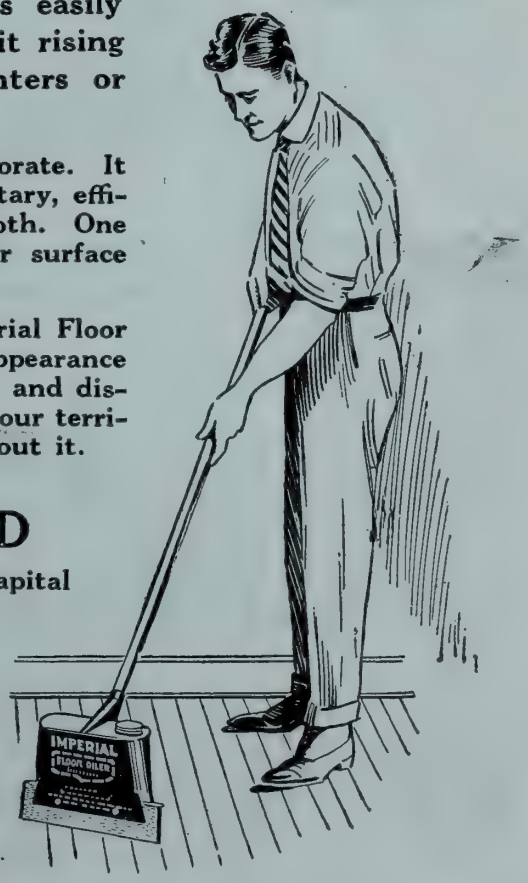
If interested tear out this page and place with letters to be answered

Clean Floors - Clean Goods

You can't have one without the other. Imperial Floor Dressing keeps both clean at all times. It holds the dust to the floor, where it is easily swept up and removed without any of it rising and settling on your goods, your counters or your display shelves.

Imperial Floor Dressing will not gum or evaporate. It prevents cracking and checking, and is a sanitary, efficient preservative of wood, linoleum or oil cloth. One gallon will treat about 700 square feet of floor surface and one application will last for weeks.

Stores, where the floors are treated with Imperial Floor Dressing, always present the spick and span appearance that attracts discriminating customers. Use it and display it. There is a large, profitable market in your territory. Our salesman will be glad to tell you about it.



IMPERIAL OIL LIMITED

Canadian Company Canadian Capital
Canadian Workmen

To insure even distribution of Imperial Floor Dressing, use the Imperial Floor Oiler. It does the work quickly, easily and most economically.

T-2856

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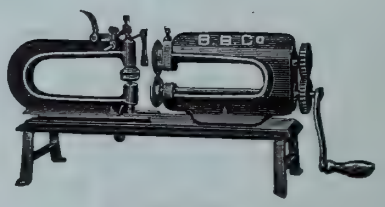
Solid Punches and Chisels



Circular Shear

SELLING B.B. TOOLS

Rivetting Hammer

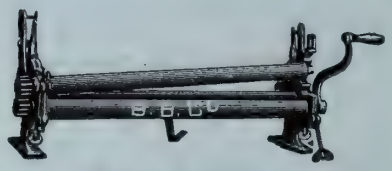
Style B Setting Hammer

Are you one of the many Hardware men who are pleasing their customers by selling them B.B. guaranteed tools?

Circular Snips

If you have not a copy of our new Catalogue, write us for one.

Straight Snips



Bench Shears

THE BROWN BOGGS CO., LIMITED

HAMILTON, CANADA

Manufacturers of Presses, Shears, Bending Rolls, etc., for Sheet Metal Working, also a full line of Tinsmith's Tools and Machines

If interested tear out this page and place with letters to be answered

JONES

The Name of Shovel Efficiency

"Built from a Billet"

Shovels, Spades, Scoops,
Drainers, Furnace Scoops,
Snow Shovels

Correctly Designed Shovels

The Result of 70 years Study

After seventy years of designing, severe testing under all conditions and requirements of service we sincerely believe we now have shovels which justify the highest claims for shovel efficiency.

The D. F. Jones Mfg. Company

Limited

Gananoque, Ontario

If interested tear out this page and place with letters to be answered

TELEPHONE 651 **ETABLIE 1889** BOITE POSTALE 250

La Cie "MECHANICS SUPPLY" Ltee.

80-90 Rue St. Paul **QUEBEC.** 59-67 Rue St. Andre

Une de nos installations a l'Exposition Provinciale.

NOTRE GRAND ETABLISSEMENT EST

Le Centre Bien Connu Pour

LES

Appareils de Plomberie, Chauffage et Electriques.

Fournitures d'Usines et Bateaux a Vapeur.
Outillage, Accessoires D'Automobiles.

Agents Locaux pour

DUNLOP TIRE & RUBBER GOODS CO., LTD.

1889 **Trente Trois Annees d'Experience Avec un Personnel Competent de "70"** **1922**

Nous Envoyons Gratuitement
NOS CATALOGUES "FRANCAIS" SUR DEMANDE.

If interested tear out this page and place with letters to be answered

TELEPHONE 651 **FOUNDED 1889** P.O. BOX 250

MECHANICS SUPPLY CO. LIMITED

80-90 St. Paul Street **QUEBEC** 59-67 St. Andrew St.

Show Rooms and Offices

A UNIVERSALLY RECOGNIZED CENTRE FOR

The Distribution of Everything Pertaining

TO THE

Plumbing, Heating, Mechanical and Electrical Trades

Machinists' and Engineers' Tools, etc.
Mill and Steam-Boat Supplies and Auto Accessories.

Local Distributors for the

DUNLOP TIRE AND RUBBER GOODS CO., LTD.

1889 **Thirty-three Years' Experience With a Trained Staff of 70 Employees** **1922**

And One of the
MOST EXTENSIVE STOCKS IN THIS PROVINCE.

If interested tear out this page and place with letters to be answered

"IMICO"

Detachable and Riveted Drive Malleable CHAIN

for Agricultural and General Machinery

"IMICO" Detachable and Riveted Drive Malleable Chain is made in all standard styles and sizes. We guarantee our chain to be interchangeable with all standard makes and to fit all standard sprocket wheels. "IMICO" Chain is thoroughly tested as to pitch and tensile strength before leaving our modern factory, and represents quality through and through.

We also manufacture Malleable and Grey Iron Pipe Fittings, Malleable and Grey Iron Castings, Malleable Clevises, Whiffletree Hooks, Ferrules, Wagon Stakes, Silo Lugs, Pipe Shoes and Malleable Washers.

International Malleable Iron Co., Limited

Head Office; GUELPH, Ontario

Selling Agents:

Nova Scotia: Mr. Geo. D. Hatfield, Bedford Chambers, Halifax, N.S.

New Brunswick: Messrs. H. G. Rogers, Ltd., 147 Prince William St., St. John, N.B.

Prairie Provinces: Messrs. Harry F. Moulden & Son, Confederation Life Bldg., Winnipeg, Man.

British Columbia: Messrs. Ames Bros., 325 Howe St., Vancouver, B.C.

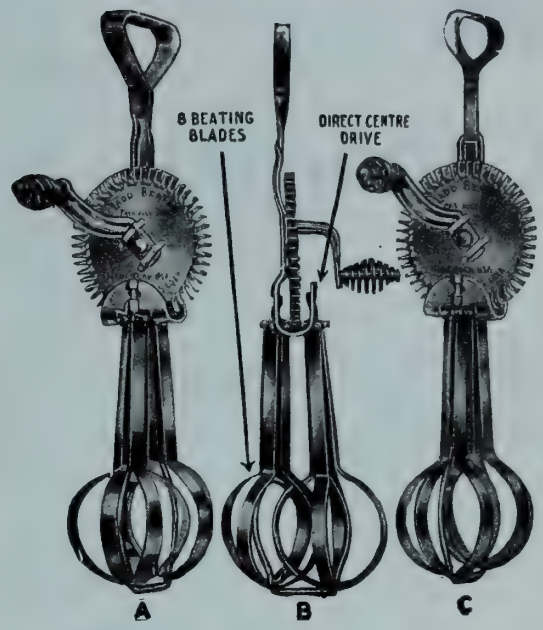
If interested tear out this page and place with letters to be answered

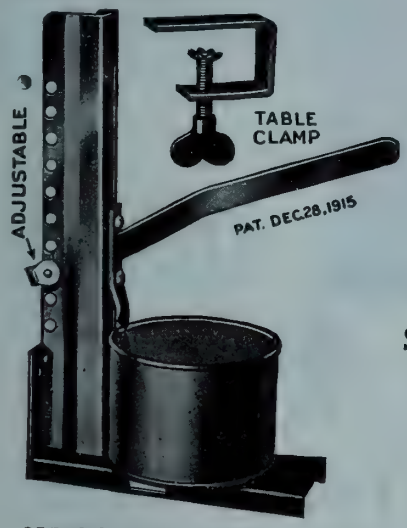
Make 1922 a Banner Year

Ladd All-Steel Beaters

3 Sizes—For All Requirements

At the beginning of new and vigorous uplift in business, dealers must be thoroughly alive to the requirements of their trade. This country has not gone back to knick-knacks and NEVER WILL. These BEATERS, CANDIDATES FOR EVERY HOME, are HEAD AND SHOULDERS in QUALITY above anything for these purposes made anywhere in the world. So PROFITS must be LIBERAL and THEY ARE. SATISFACTION MUST RESULT from their use and IT DOES. Your BEST SERVICE goes along with their sale, and, DUE TO THEM, you are always remembered.





SATURN STATIONARY CAN OPENER

OPENS CANS OF ANY SIZE OR SHAPE

An **entirely new principle** that any child can work without possibility of injury, worthy to displace all old styles.

Prices and Prices

Goods of **no** quality bring one price; **quality** goods another. The **public knows this** as well as you and we, and **approves** it.

Fact is a reasonable **high price** convinces public of **quality, promotes confidence** and **sales.** We have no intention of reducing prices to enter the knick-knack class and decrease your profits.

LADD
Mixer-Churn

LADD MIXER CHURNS—1 qt.—2 qts.

A little lower now—Are superior to anything yet made for their purposes, being 3 ARTICLES IN 1; in fact, the KITCHEN'S MOST USEFUL UTENSIL.

SATURN REELS (Clothes-line)

Every house wants these and LOOKS TO YOU (we don't want mail orders) TO SUPPLY THEM. As handy as can be.

JOBBERS the world over and US.

Get these from your jobber or DIRECT FROM US, and BY ALL MEANS CARRY THEM ALWAYS.

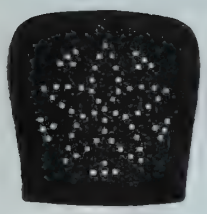
SATURN
Reels
Clothes-Line

Canadian Representatives : G. S. WHITAKER & CO., 8 Colborne Street, Toronto, Ont.

UNITED ROYALTIES CORPORATION

1133 Broadway, New York

If interested tear out this page and place with letters to be answered.



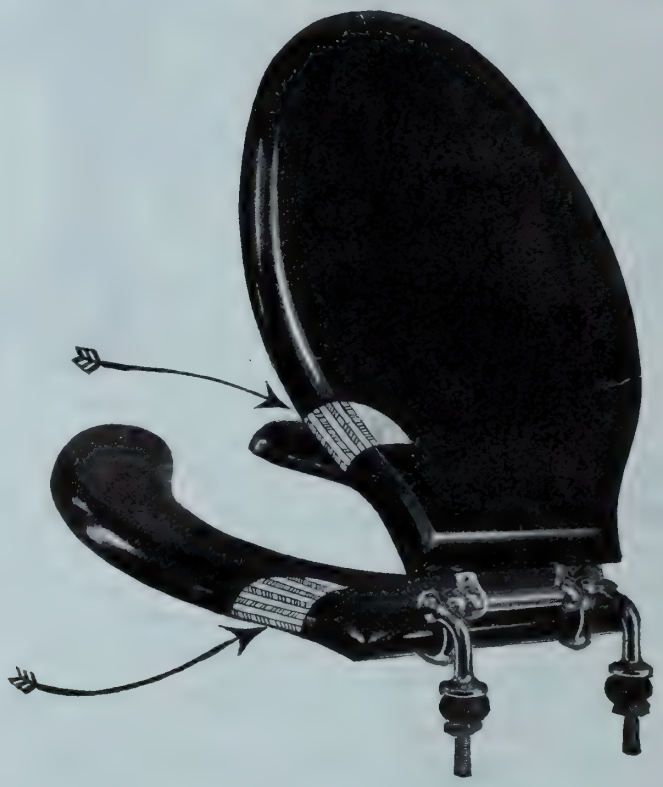
Ball Top

Round

Crown

Canadian Veneer Products

Three Ply Veneer Chair Seats. The corners of these reliable seats are rounded; the edges smoothed, sand-papered, and the whole finished with genuine, special, hard-drying seat varnish.



These desirable seats are made up entirely with waterproof cement; they cannot come apart even if exposed to the severest weather. We are the only makers using waterproof cement.

The Everlasting Veneer Toilet Seat

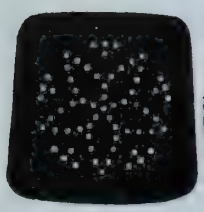
Air-seasoned wood veneer, in 7- and 11-plys, according to the amount of strain and wear required of its respective parts, makes this a substantial seat, unequalled for durability. The veneer is held together by means of our special wood-cement that is proof against extremes of heat, cold and dampness.

For cold, damp basements, schools, factories, or other public places where the closets are subjected to all manner of abuse or rough usage, it is specially recommended. Everlasting Veneer Toilet Seats will never crack, warp or split.

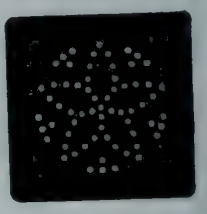
Ask for our Catalog in English, French, Spanish and Portugese.
Inquiries invited from Importers and Agents.

Canadian Veneering Company,
Incorporated
Acton Vale, Quebec, Canada

"Just ask for Samples in Comparison with Any Other Make."



Local



Square

If interested tear out this page and place with letters to be answered.

A New PadlocK Display

which will increase your PadlocK turnover

Here is a brand new display for our dealers. As the display is made up in attractive colors, you can see for yourself the cut doesn't begin to do it justice.

This display will brighten up your counters and help you turn your stock a little faster. The Spring months will mean a bigger demand for padlocks, so you had better get your order in right away.

These Display Cards Will Sell PadlocKs Daily

Concentrate Your Purchases

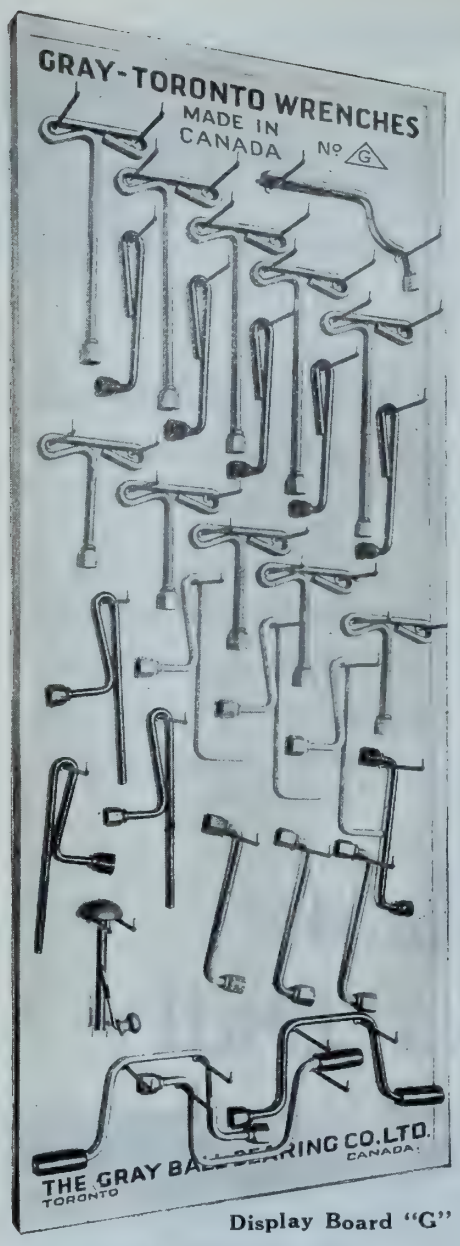
Here's the VICTORY, a well known display card. Does not this display of popular padlocks suggest the desirability of concentrating on CANADA and VICTORY padlocks? They are distinctive. Quality of material and workmanship is of paramount importance to us, and possession of these padlocks spells satisfaction to the owners.

On sale by your Jobber

C. O. CLARK & BRO.

MONTREAL **CANADA**

If interested tear out this page and place with letters to be answered.



Display Board "G"

—to help the merchant sell

GRAY-TORONTO

Automotive Wrenches and Accessories

We believe in co-operation, in sales help, in everything to help the merchant succeed. We know that hardware men are excellent salesmen; we know the wonderful success you have had in handling Auto Accessories. To help you sell still more, we are offering every hardware merchant Display Boards "G" and "H" who purchase Stock Orders "G" and "H," respectively.

On them we show our Socket and Double End Wrenches in various styles.

These Wrenches are entirely different from anything yet placed on the market. Their distinctive design and Rust-proof Rubber Gloss finish, together with their indestructibility and general superiority, place them in a class by themselves.

Below we show our Six Socket Wrench Set in the "Pocket Edition."

Write us for a description of the material and workmanship in these wrenches and let us quote prices—do it now—before you forget!

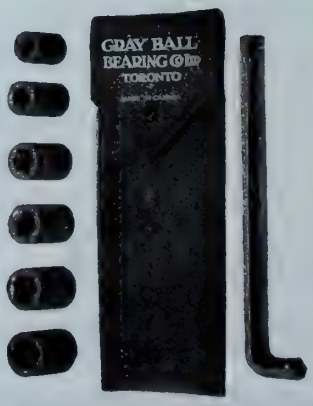
Manufactured by

The Gray Ball Bearing Co., Limited

686-692 St. Clarens Avenue

Toronto

Size 18 in. x 24 in.
Display Board "H"



HOOVER STEEL BALLS

If interested tear out this page and place with letters to be answered.

A Message To Every Hardware Merchant

"Merchants are not taking chances on buying any lines where there is an element of doubt as to the standing or reliability of the manufacturer or the product."

This statement, taken from a recent article by Hardware and Metal, should be seriously considered by every hardware dealer. Now that you are filling in your stocks for spring and summer business, "Whose line will I stock?" is the vital question.

Other things being equal, you will invariably make a quicker turnover if your goods are well known, because the buying public has learned to place their confidence in well-advertised, trade-marked goods, in preference to unknown, unmarked merchandise.

The House of Disston has an enviable reputation among the vast army of hand saw users. "When you think of saws, you think of Disston," is not an idle boast—our enormous sales have proven it a well-founded assertion. Disston saws sell themselves, and, what is more important, their reputation and prestige help sell the other items in the Disston line.

A recent happening well illustrates our point. At a leading hardware store on a Saturday evening a man came in and took 20 minutes of the dealer's time to buy a $2.00 article. The next customer came in and said briefly, "I want a Disston saw." The entire transaction in this instance occupied only 2 or 3 minutes of the proprietor's time. When the customer had left, the dealer turned to an observer and said, "I wish that my whole stock were Disstonized."

Now is the time to "Disstonize" **your** stock. It will not only mean more profits for you, but it will tend to increase the greatest asset of any business—the implicit confidence of your customers in the goods you sell; which means repeat orders.

DISSTON

U. S. Pat. Off.

Henry Disston & Sons, Ltd.

Toronto, Canada

Branch: Vancouver, B.C.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes

Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws

Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

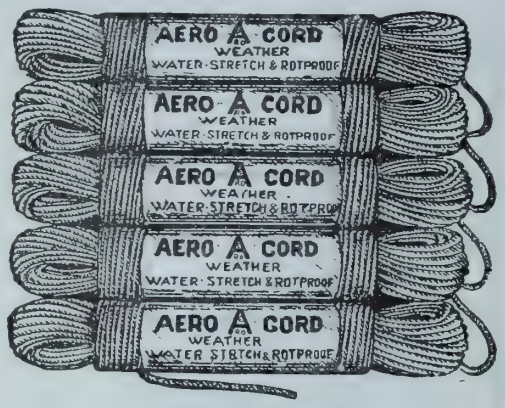
This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES

If interested tear out this page and place with letters to be answered.

Aero



Sash Cord

Superior Cord

For Use Anywhere

Indoors or out, wherever a braided cordage is required, there you will find profitable sales for Aero Cord. Actual tests under severely trying conditions have proven it best.

Why? Because it excels in tensile strength, in durability, and satisfaction in use. Show your customers that it is the only weather-rot-and-stretch-proof cordage made.

Urge its use for sportsmen and camping parties this coming summer for tow lines, anchor cable, lashings, tent guys, etc.

Manufactured by

The Aero Mfg. Co.
Limited

Sherbrooke, Quebec

Factory

Lennoxville, Que.

Western Agents

The H. H. Perry Co., Limited
Winnipeg, Man.

Aero

Sash Cord

If interested tear out this page and place with letters to be answered.

GENUINE ENGLISH TOOLS.

GIVE SATISFACTION TO THE USER,

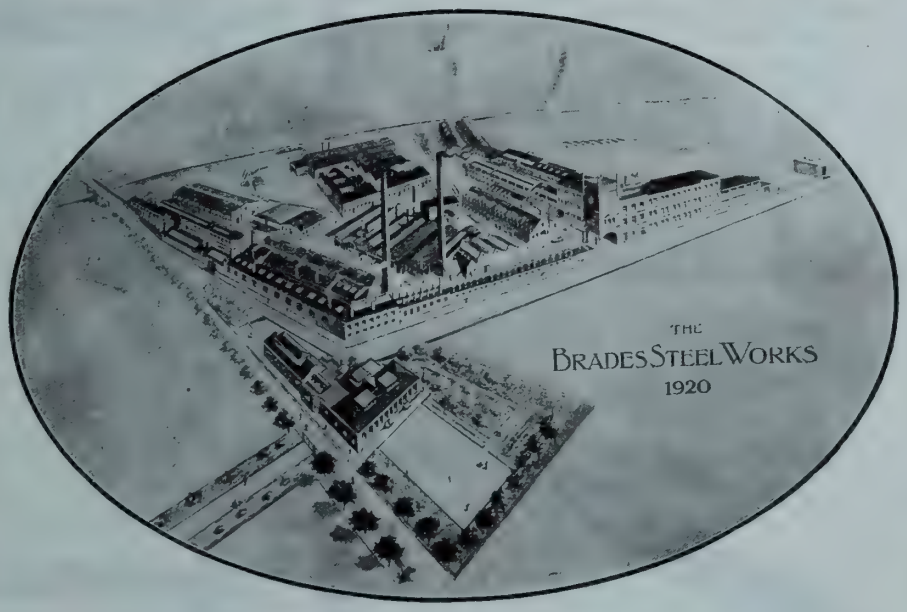
BRING PROFIT TO THE DEALER,

DO CREDIT TO THE MAKER.

MADE IN A FINE FACTORY, OF HIGH GRADE STEEL,

BY HIGHLY SKILLED LABOUR, WITH THE

EXPERIENCE OF A CENTURY



William Hunt & Sons, The Brades, Limited

BRADES STEEL WORKS,

NEAR **BIRMINGHAM.**

(ENGLAND.)

REPRESENTATIVES :

GRANT-CHATER, LTD. - **TORONTO**

926, Traders Bank Building.

If interested tear out this page and place with letters to be answered.

No. 42—Asst. Little Wonder.

BRIDGEPORT

The Bridgeport Line comprises a very desirable combination of useful, saleable tools for hardware store sales.

The strong, well-designed, efficient nail-pullers, box and crate openers shown here are absolutely reliable, dependable tools that, in service to your customers, reflect credit on you and your business, resulting in permanent trade.

Take the No. 35 Assortment of Reliance Screw Drivers; it is a definite stimulant to sales. This fine driver is packed in a very attractive display rack containing the following drivers: Four 4-inch, four 5-inch and four 6-inch. The rack as shown above is substantially made of hardwood in mission oak finish, with attractive white, violet and gold labels. Displayed in this way they sell " on sight."

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

20th CENTURY HAMMER and BOX OPENER

An exceptionally handy tool costing no more than a good ordinary hammer. Head won't loosen and handle won't break. Pulls nails straight up. Notice construction. Fine for all "odd jobs."

Reliance Screw Drivers
No. 35 ASSORTMENT

Unbreakable Nail Puller

No. 10—Box Chisel

Matchless Combination Plier

No. 90—Matchless Opener

Red Bull Nail Puller

Sure-Grip Nail Puller

Box Terrier Crate Opener

No. 99—Tomahawk Tool

Hercules Screw Driver

Jumbo Nail Puller

If interested tear out this page and place with letters to be answered.

WAYAGAMACK PURE KRAFT

GLAZED **UNGLAZED**

FINE STRIPE - PLAIN - BROADSTRIPE

According to the old adage,

"A PENNY SAVED IS A PENNY GAINED"

If users of wrapping paper and paper bags always insist on being supplied with

WAYAGAMACK PURE KRAFT

many dollars a year can be saved, for the simple reason that it gives fifty per cent. more service than wrapping papers of an inferior grade and consequently costs less.

Any paper wholesaler will prove the truth of this statement by a practical demonstration. It is unrivalled as a paper for the manufacture of envelopes, notion bags and paper containers of all descriptions. Wayagamack Pure Kraft which means

Strength and Security

can be obtained from all paper wholesalers from Halifax to Vancouver.

If interested tear out this page and place with letters to be answered.

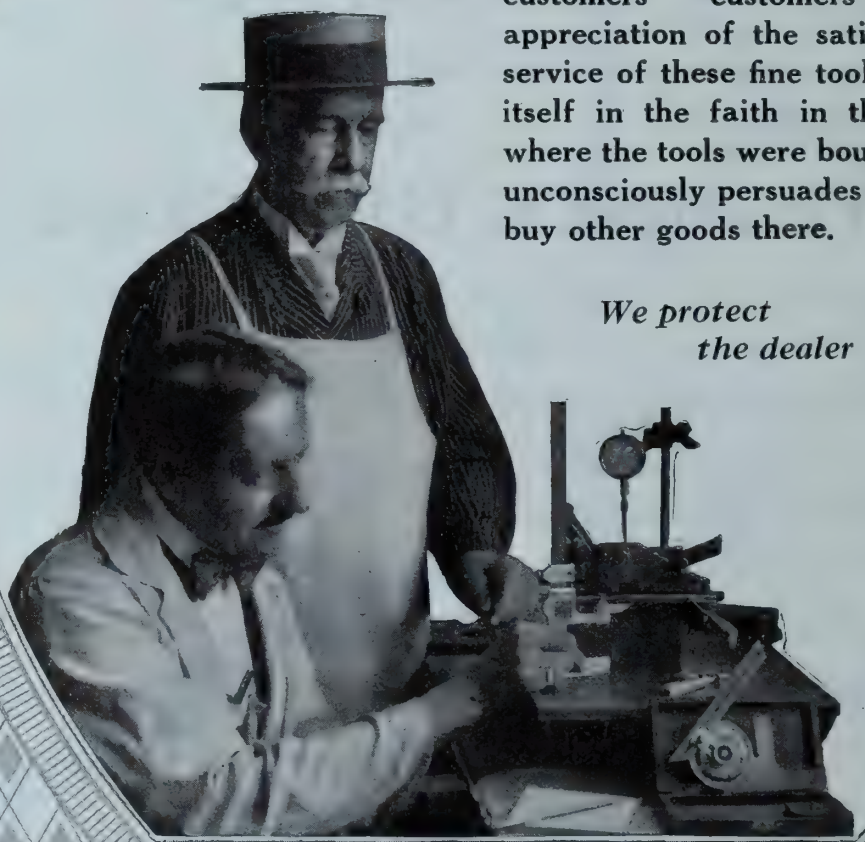
BROWN & SHARPE MACHINISTS' TOOLS

Their superiority is known by mechanics the world over—that's why they mean prestige, profit and satisfied customers to the dealer.

B·S
TRADE MARK

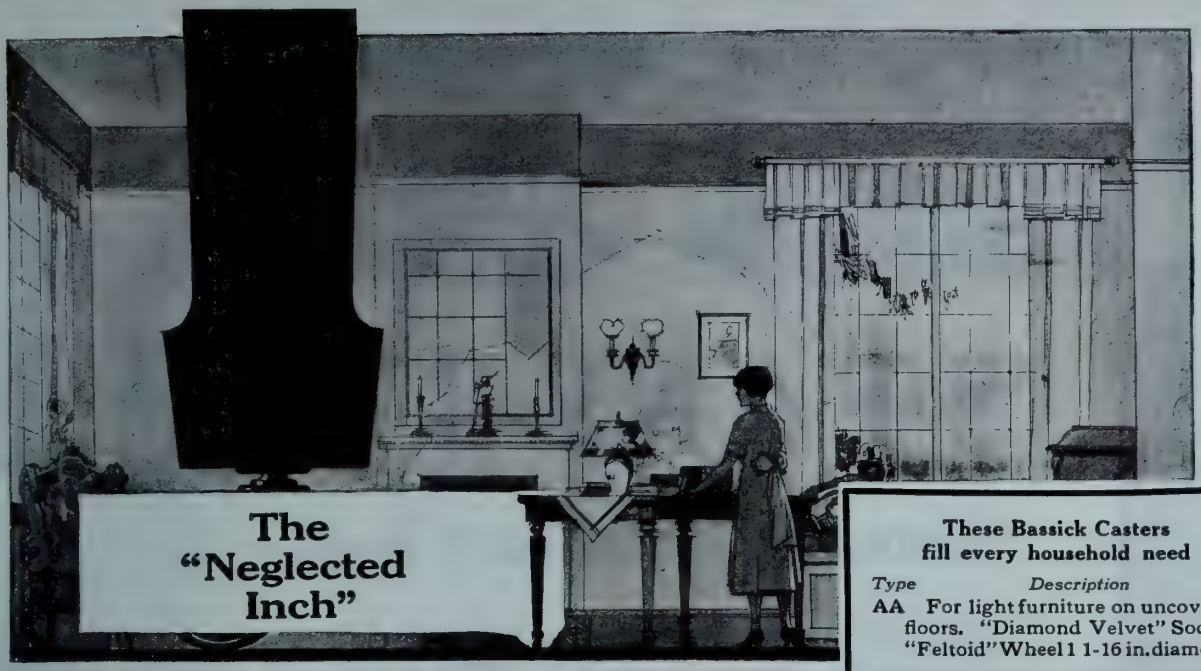
A Characteristic of Brown & Sharpe Tools is their High Standard of Quality. It is this recognized excellence that gives the dealers who sell them prestige and satisfied customers — customers whose appreciation of the satisfactory service of these fine tools shows itself in the faith in the store where the tools were bought. It unconsciously persuades them to buy other goods there.

We protect the dealer



BROWN & SHARPE MFG. CO.
PROVIDENCE, R.I., U.S.A.

If interested tear out this page and place with letters to be answered.



In Every Home there is a "Neglected Inch"

IN nearly every room in every home there is a "Neglected Inch" to be filled at a profit to you—that dangerous troublesome inch—the inch between the furniture and the floor. Leave it unfilled or fill it with the wrong kind of casters and what's the result? Torn rugs, marred floors and rickety furniture.

Your community is seeking the right casters for their floors and floor coverings. Can you answer their demand?

The Bassick Company has selected fourteen casters to meet the needs of every household, packaged in a new and distinctive box, nationally advertised and properly priced. These casters are made with Feltoid Wheels that will not mar hardwood floors and brass wheels that protect floor coverings—both in sizes to fit any piece of furniture from the light parlor table to the heavy dining room buffet. Here is a line which, because of its rapid turnover, assures large profits for an initial investment of a few dollars.

If you have not already stocked Bassick Casters get in touch with your jobber or write us for detailed information and the name of our nearest distributor.

Canadian Sales Agent
J. A. RAMSAY, 350 Adelaide St., West, Toronto, Ont.

THE BASSICK COMPANY, Bridgeport, Conn., U. S. A.

Bassick Casters

© The Bassick Company, Bridgeport, Conn.

These Bassick Casters fill every household need

Type	*Description*
AA	For light furniture on uncovered floors. "Diamond Velvet" Socket, "Feltoid" Wheel 1 1-16 in. diameter.
AB	For medium weight furniture on uncovered floors. "Diamond Velvet" Socket, "Feltoid" Wheel 1¼ in. diameter.
AC	For heavy furniture on uncovered floors. "Diamond Velvet" Socket, "Feltoid" Wheel 1½ in. diameter.
AD	For office chairs, wooden bedsteads and extra heavy furniture on uncovered floors. "Diamond Velvet" Socket for ½ in. bore, "Feltoid" Wheel 1½ in. diameter.
AE	For light furniture on covered floors. "Diamond Velvet" Socket, Brass Wheel 1 1-16 in. diameter.
AF	For medium weight furniture on covered floors. "Diamond Velvet" Socket, Brass Wheel, 1¼ in. diameter.
AG	For heavy furniture on covered floors. "Diamond Velvet" Socket, Brass Wheel 1½ in. diameter.
AH	For office chairs, wooden bedsteads, and extra heavy furniture on covered floors. "Diamond Velvet" Socket for ½ in. bore, Brass Wheel 1½ in. diameter.
AJ	For chests, utility boxes, shirtwaist boxes, etc., on uncovered floors. Roller Bearing, "Feltoid" Wheel 1¼ in. diameter.
AK	For chests, utility boxes, shirtwaist boxes, etc., on covered floors. Roller Bearing, Brass Wheel 1¼ in. diameter.
AL and AR	Type AL for Metallic Bedsteads having ⅞ in. rd. bedposts. Type AR for 1 in. rd. bedposts. Ball Bearing, Brass Wheel 1¼ in. diameter.
AM	For Metallic Bedsteads having 1½ in. square bedposts. Ball Bearing, Brass Wheel 1⅝ in. diameter.
AN	For Metallic Bedsteads having 2 in. rd. bedposts. Ball Bearing, Brass Wheel 1¾ in. diameter.
AP	For Metallic Bedstead having 2 in. square bedposts. Ball Bearing, Brass Wheel 1¾ in. diameter.

If interested tear out this page and place with letters to be answered.

STANLEY

Wrought Hardware and

IN A RECENT editorial in this publication the following statement merits consideration:

"Hardware merchants have numerous problems on their hands to-day, such for instance as policies to be followed on a declining market in order to secure maximum business with minimum risk. ...."

(SOLVING TRADE PROBLEMS, February 11, Issue.)

The intelligent merchandising of Stanley Wrought Hardware and Stanley Carpenters' Tools is a big step in the right direction.

Throughout the greater part of a century, Stanley products have been consistently growing in favor among architects, builders, skilled mechanics, master carpenters and the general public in every civilized country throughout the world. Their popularity is based upon Quality, Satisfaction, Results.

If interested tear out this page and place with letters to be answered.

STANLEY

Carpenters' Tools

Your sales efforts, applied to Stanley products—and reinforced by the whole-hearted co-operation we give to every Stanley distributor—assures "maximum business with minimum risk" for you.

Stanley products are widely advertised, universally famous, and the demand for them throughout the Dominion is securely established.

STANLEY S.W.

THE STANLEY WORKS

NEW BRITAIN, CONN.

Manufacturers of Wrought Hardware and Carpenters' Tools.

Canadian Representative:

A. MACFARLANE & CO., Ltd.

Coristine Bldg., MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

Canada Axes

Made Under Expert Supervision

Above are shown our Black Knight Chopping Axe, a handled Carpenter's Axe and our Best Axe.

High grade materials handled by experienced skilful workmen and subject to our rigorous inspection means—

"Canaxe Quality"

The Canada Axe & Harvest Tool Manufacturing Company, Limited

Montreal, Canada

If interested tear out this page and place with letters to be answered.

EXTRA!

MILLERS FALLS HACK SAWS

MILLERS FALLS TOOLS SINCE 1868

LAST LONGER · ASK FOR THEM

He sells Hack Saws —put him to work

HERE'S a new Millers Falls Hack Saw display card. Printed in three colors—black, red and blue. It has an easel back and you can stand it on your show case or in your window. You get this business getter free. All you have to do is ask for it.

Millers Falls Hack Saws are the best that can be made. Dealers appreciate the advantage of purchasing hack saws from the same source that they purchase other Millers Falls tools. Combined shipments and service count a whole lot. Standardization is the order of the day. Specify "Millers Falls" on your next hack saw order.

MILLERS FALLS COMPANY MILLERS FALLS MASSACHUSETTS

Manufacturers of Carpenters' Tools, Hack Saws and Automobile Jacks

Canadian Sales Agent

C. E. Adcock & Co., Ltd., 222 St. James St., Montreal, Que., Canada

A New Catalogue

We have just issued a new catalogue covering our complete lines. If you haven't received your copy, let us know.

MILLERS FALLS TOOLS SINCE 1868

If interested tear out this page and place with letters to be answered.

ARMCO
TRADE MARK

INGOT IRON
Resists Rust

MADE FROM TRADE MARK ARMCO REG. U.S. PAT. OFF. RESISTS RUST INGOT IRON

Look for this blue and gold label on Washing Machines, Refrigerators, Stoves, Enameled Table tops, and other household utilities.

There is a Type of Store Where Armco Products Are Sold

The man or woman who buys a refrigerator, a stove, or a washing machine made with "Armco" Ingot Iron is of a certain type.

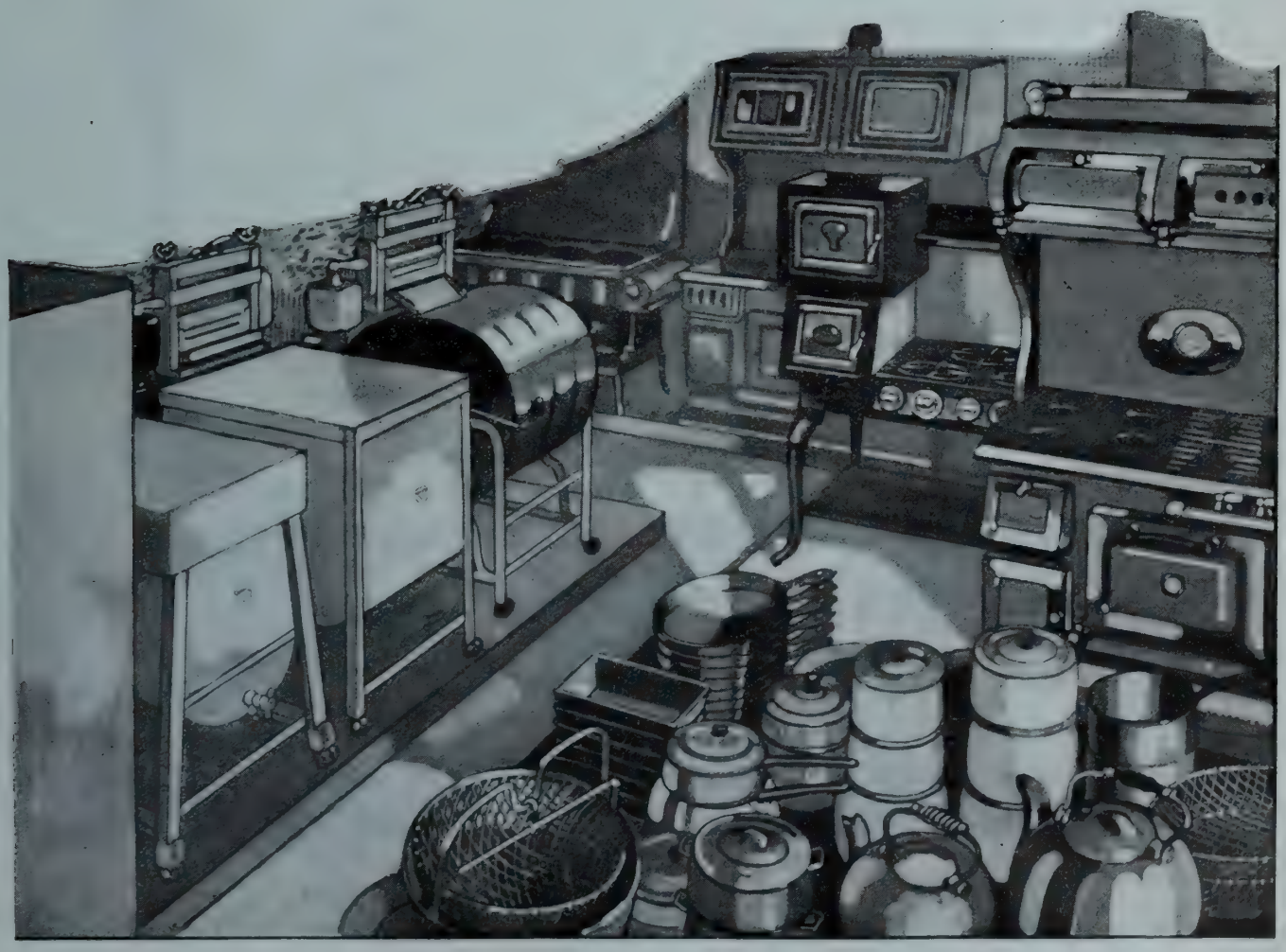
The manufacturer who puts "Armco" Ingot Iron in his product must make a worthy article —must be a certain type of man —or he would use ordinary metal.

Even the merchant, the dealer who sells Armco products, can be classified generally by that very fact, for we know of no poor article made from this iron.

Therefore, the blue and gold Armco triangle carries with it an assurance of quality, of solid worth, wherever it is found.

The American Rolling Mill Company, Middletown, O.

Canadian Office: 2 Colborne St., Toronto



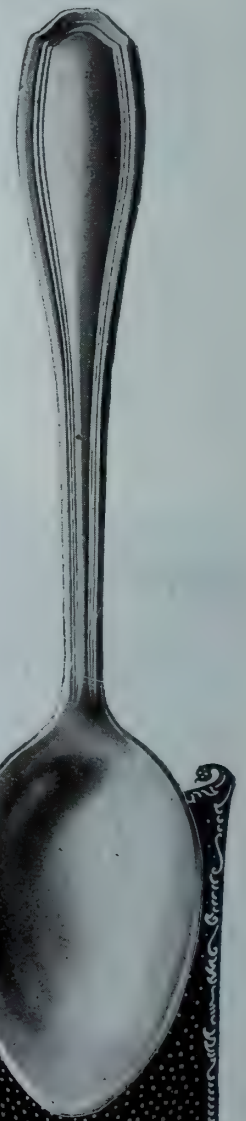
Prices Reduced Making "Better Business" for Canada

Spring 1922 retail prices for the United States have been announced. We are reducing our spring 1922 Canadian prices to practically the same low figure—the first time in the history of our business that new Canadian and new United States prices have been so nearly on the same low level.

This clean-cut reduction in our prices is our contribution to "Better Business for Canada,"—our slogan.

SOME OF THE NEW PRICES ARE:

6 Tea Spoons	1.75
6 Soup Spoons	3.90
6 Table Spoons	3.50
6 Salad Forks, Individual	5.15
6 Butter Spreaders	4.60
6 Ice Tea Spoons	3.50
Butter Knives, each	.80
Sugar Shells, each	.70
Flat Server, each	2.15
Cold Meat Fork, large, each	1.30
Gravy Ladle, large, each	1.60
6 Medium Knives, Hollow Handle	$10.50
6 Medium Forks	3.50



"THE BEST AT THE PRICE"

Wm. Rogers & Son Silverplate

Made and Guaranteed by Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

If interested tear out this page and place with letters to be answered

Gold Medal

A Guide To Good Business

Remember this mark. It is a guide to profit and success.

We pick over the many lines offered in the Canadian hardware market and select those that will assure good sales to the merchant and satisfaction to his customers. We are ready to fill your orders swiftly with the most satisfactory goods in the market at prices as low as the high quality permits.

The mark, "Hobbs Gold Medal," on Tools, Roofing, Cutlery, Binder Twine, or any other kind of hardware, is satisfactory evidence of quality. The mark is backed up by the guarantee and business reputation of a company well and favorably known to the Canadian hardware trade for close on half a century.

Be early—be prepared—order now! Have your goods on display and sale while your competitor is awaiting delivery!

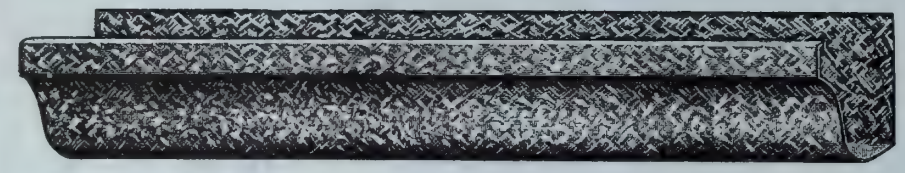
Write for our Quarterly Catalogue of Seasonable Specialties

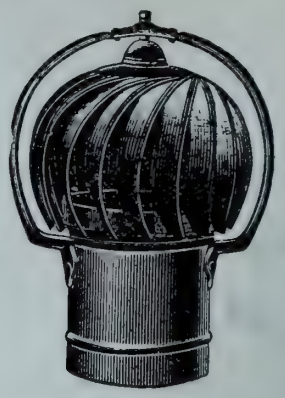
The Hobbs Hardware Company

LIMITED

London - - Canada

If interested tear out this page and place with letters to be answered.





Our eavetrough is always straight and uniform. It is easy to fit in the job, thus saving time and money. It is made in 8 and 10 foot lengths, with either a square or round bead. We also make curved trough.

We were the first to introduce the round corrugated conductor pipe in Canada and the immense quantity of it used today shows that we set up a high standard. It is made in 8 and 10 foot lengths, with an absolutely tight straight seam, no cracks to solder, and each length is reduced at one end, ensuring an easy fit. Elbows and shoes to match.

The square corrugated pipe shown at the bottom of this page is the handsomest on the market and each building fitted with it becomes a silent salesman, bringing fresh orders from its neighborhood. The sizes are 2⅜ x 3¼ inch and 2¾ x 4¼ inch, and they equal 3 and 4 inches round. Elbows to match, style A and style B.

Our corrugated galvanized iron is made from good evenly coated galvanized sheets and being pressed one corrugation at a time, instead of being rolled, will be found to be perfectly square and will line up uniformly straight, thus ensuring the perfect fitting of laps at ends and sides of sheets.

Rotary Ventilators use wind as a motive power, the whirling head creating a suction impossible in stationary ventilators. Storm proof—no snow or rain can enter.

We carry a large stock of galvanized and black sheets, tin plate, Canada plates, conductor hooks and solder, etc.

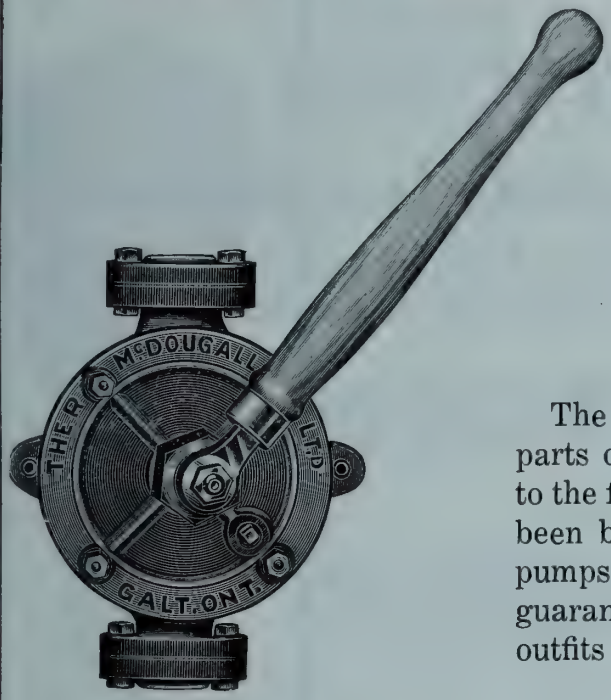
We ship while others are thinking about it.

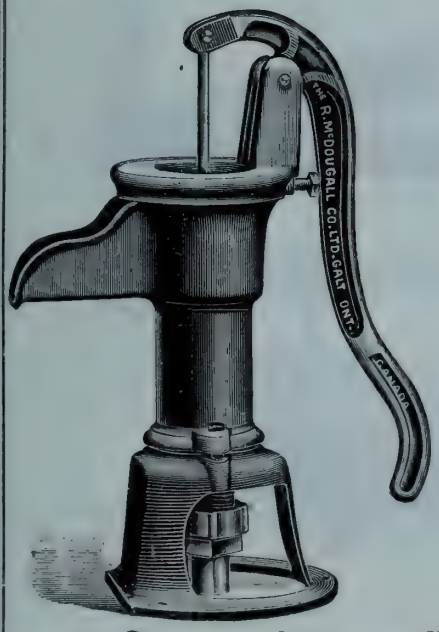
Wheeler & Bain Ltd.

TORONTO

If interested tear out this page and place with letters to be answered.

McDOUGALL PUMPS
---FOR ALL DUTIES---

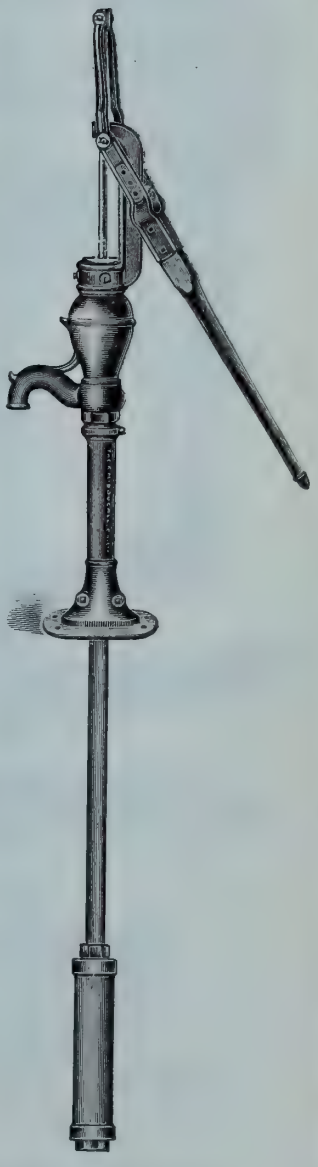




The line is well known in all parts of the country due chiefly to the fact that McDougall's have been building quality into their pumps for over 35 years and guaranteeing satisfaction in all outfits supplied.

In order to keep up to date we have recently added several new styles of pumps for both hand and power use to our already extensive line and we are now in position to supply you with an efficient and economical outfit for any installation.

There are thousands of satisfied users of McDougall pumps in Canada and unsolicited testimonials of their efficiency and quality prove that they are a standard in every community.



Correspondence on all Pumping Problems is solicited and will be given prompt attention.

THE R. McDOUGALL CO. LIMITED

Galt **Ontario**

If interested tear out this page and place with lettetrs to be answered.

DON'T FORGET

Geo. Wostenholm & Son's

SHEFFIELD, ENGLAND

Celebrated I·XL Cutlery

When Buying Your Spring Requirements

A Complete Assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

4619 Table and Dessert

4621 Table and Dessert

No. 2,000

No. 1,000

No. 292

No. 611

No. 2609. Sizes 5, 6, 7, 8, 9, 10, 12 and 14.

A. Macfarlane & Co., Limited

MONTREAL

Canadian Representatives

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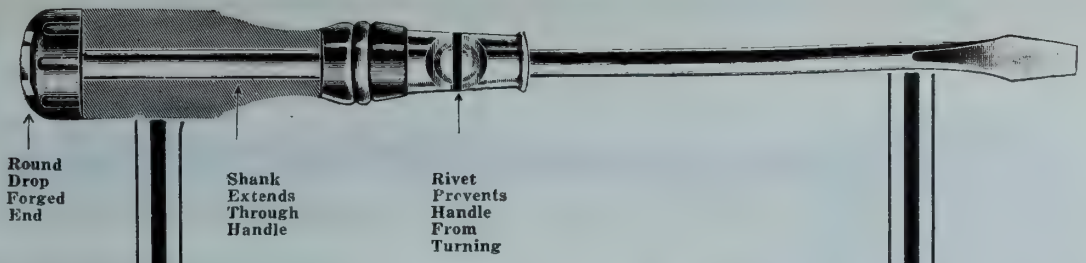


The Complete Line
Every Size, Every Pattern

Dealers are finding a new source of profit in quality screw drivers, which they can supply to meet every need. They are made in standard styles for machinists, mechanics, electricians, cabinet makers and household purposes.

QUALITY

Screwdrivers will stand the severest use, and there are times and conditions and work that call for unusual strength in a screw driver.

Every tool stamped with our name is guaranteed. Order an assortment right away from your jobber.

We also manufacture other small tools, such as: cold chisels, nail sets, punches, automobile tools, etc.

Send for our New Catalogue

The Quality Tool Works, Limited
480 Rielle Street
MONTREAL

Selling Representatives:

Ontario
A. J. DUGGAN, Limited
Toronto

Western Provinces
S. H. WHYTE MFG. CO., Limited
Winnipeg

Maritime Provinces
RICHARDSON & BUREAU
Montreal

If interested tear out this page and place with letters to be answered

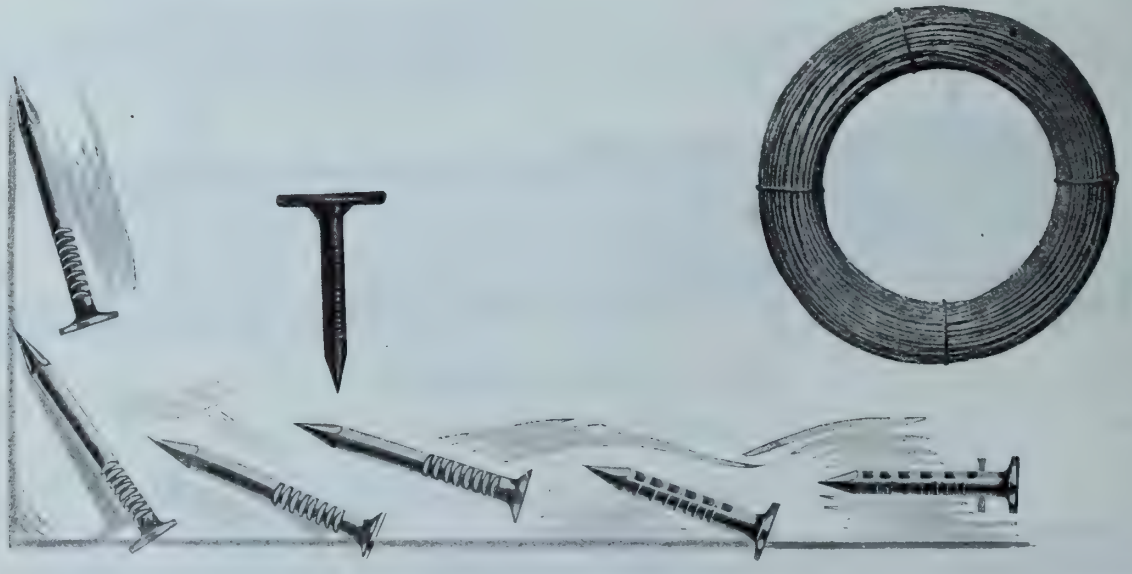
DOMSTEEL WIRE PRODUCTS

Domsteel Wire Products are better because we control every step in the manufacture. A great deal of value to the merchant lies behind our slogan, "From Ore to Finished Product."

This careful manufacturing means perfect goods for the merchant to sell, confident that they will satisfy customers.

Our nails, for instance: Straight, uniform nails of every pattern are made by an organization which has produced two million tons of railroad rails for service under Canada's rigorous climatic conditions and severe transportation requirements.

We manufacture "Domsteel" Felt Roofing Nails and the celebrated Pender Coated Box Nails. Pender Nails have been hailed by box makers for years as the best coated box nail made.



If interested tear out this page and place with letters to be answered.

Domsteel Barb Wire is made in two and four point patterns; sharp, clean-cut and repellant; the wire used is of high-breaking strain; it is made from heavily zinc-coated wire, galvanized by the "hot-dip" process; the barbs are firmly secured, absolutely immovable, and evenly spaced.

This wire, manufactured by Canadians in Canada, is made to withstand the severe requirements of Canada's climate, and will give entire satisfaction under the most rigorous conditions.

Immediate shipment from fresh stocks at Montreal, Sydney, St. John, Fort William and Port Arthur.

Orders for barb wire combined with "Domsteel" wire nails, given special attention.

Address enquiries to

DOMINION IRON & STEEL COMPANY LIMITED

Works : Sydney, N.S.

General Sales Office : 120 St. James Street, Montreal

Sales Offices : Sydney St. John Montreal

STOCKS : Sydney, St. John and Montreal

Controlled by

British Empire Steel Corporation Limited

120 St. James Street - Montreal

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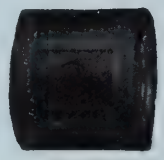
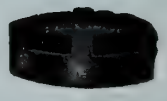
CRANE FITTINGS

MALLEABLE ——————— CAST IRON



Make Tight Joints

Our patterns for malleable and cast iron fittings include all the necessary sizes and shapes to meet all requirements.



CRANE
LIMITED

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, HAMILTON, VANCOUVER, LONDON,

Sales Offices:
QUEBEC, SHERBROOKE, ST. JOHN, VICTORIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST PATRICK STREET
MONTREAL

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM, LEEDS, GLASGOW.

14

If interested tear out this page and place with letters to be answered

Ask for

McArthur's Roofing

The Old Reliable

BLACK DIAMOND BRAND

Registered

Tarred Felt and 2 and 3 Ply Roofing

"Cyclone" Fibre and "Joliette" Sheathing

Wrapping Papers and Specialties

McArthur's Roofing is made to suit Canadian conditions and stands up in the most satisfactory way under extremes of summer heat or winter's cold.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street - Montreal, Canada

Mills at Joliette, Que.

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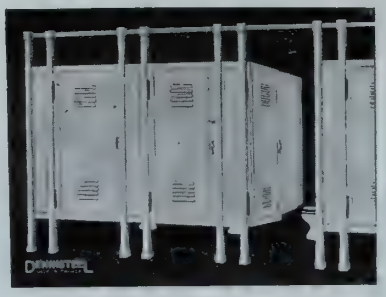
Steel Lockers



Steel Lavatory Compartments

Steel Cabinets

Collapsible Iron Gates

AGENTS WANTED!

If you are a wide-awake, reliable man in your district you can represent us.

There is plenty of profit in our lines for the hardware man who keeps his eye on the building activities around him.

Our large plant is ready at all times to give prompt and careful attention to orders — and our staff of designers is at the disposal of our agents to submit designs to their clients.

Chain Link Fence

We Make

Steel Lockers
Steel Cabinets
Steel Shelving
Steel Bins
Steel Chairs and Stools
Steel Lavatory Compartments
Steel Showers

—

Ornamental Iron and Bronze
Bank Railings
Church Railings
Tellers' Cages
Fire Escapes
Window Guards
Collapsible Iron Gates
Elevator Enclosures
Steel Stairways
Chain Link Fence

—

Commercial Wirework of all kinds

—

General Builders' Ironwork

—

Bronze Memorial Tablets

Write for Folders

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Halifax, Montreal
Ottawa, Toronto

Hamilton, Windsor,
Winnipeg, Calgary,
Vancouver

Canadian Distributors for "BOCA" Solid Steel Sash

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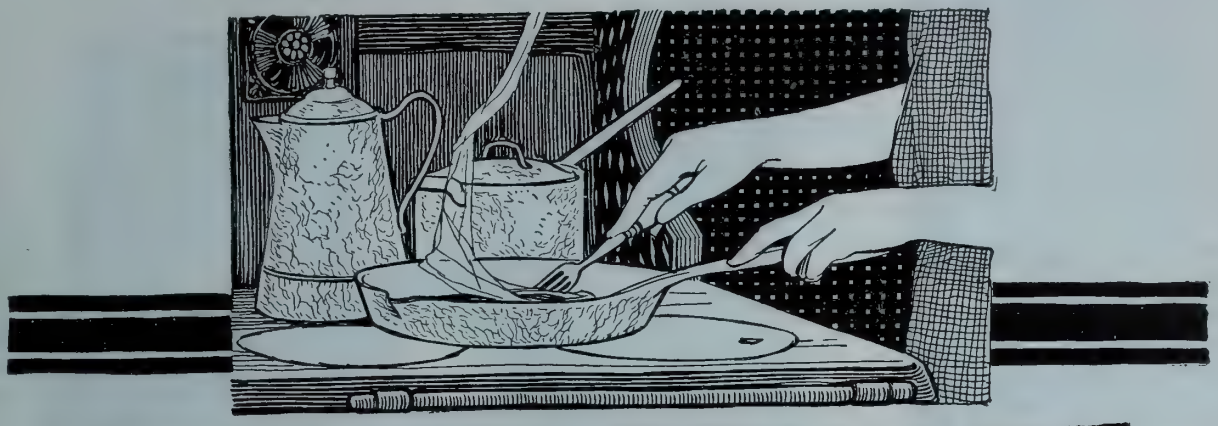

ENAMELEDWARE

The CLEAN Ware

Of all the much-advertised kitchen wares **Enameledware** is by far the cleanest and cheapest in the end—and out of all makes of **Enameledware** the "DAVIDSON" line is probably the best known and certainly the most reliable.

The Davidson Trade Mark—"The Seal of Durability" is our own personal guarantee of quality, known throughout the trade and respected everywhere since 1860. At the present time there is an extensive advertising campaign running in Newspapers and Farm Journals from coast to coast and already there is a favorable response on the part of the public who, despite inferior attractions, has always recognized the superior utility of Enameledware as a household utensil.

The non-metallic acid stain-proof surface of **Enameledware**—resembling china in its texture—ensures greater cleanliness, less waste and absorbs and retains more heat than any other form of cooking utensil.

Write for our Special Dealer Proposition

DAVIDSON'S GOODS MADE IN CANADA BEAR THE SEAL OF DURABILITY

This Trade Mark is the Retailer's guarantee against imitation—or inferior quality.

The Thos. Davidson Mfg. Co. Limited

Established 1860

HEAD OFFICE:
MONTREAL
Branches
Toronto Winnipeg
Calgary Vancouver

If interested tear out this page and place with letters to be answered.

Hanson Suggestions For Spring

Hanson's Refrigerators have long since passed the experimental stage. They are now accepted as the acme of refrigeration production in Canada, and are being sold from coast to coast in the Dominion, and are winning recognition in foreign markets.

This splendid record has been founded on the actual merit of the materials and workmanship, which are features of every refrigerator leaving our factory.

There is absolutely no essential lacking which should be found in a modern refrigerator. The No. 207 Style, shown, is a one-piece, porcelain-lined, oak case; merely a sample of a line of refrigerators in interesting variety.

Hanson's Dominion Spring Clothes Pins are the kind that stay on the line.

The "Standard" and "Glass" brands of Washboards are up to the Hanson Standard in every way; strong, durable, and will not warp, split, splinter or fall apart.

We make a varied line of woodenware and invite inquiries at any time for special designs. Write today for quotations.

Manufacturers of Woodenware

The J. H. Hanson Company

Limited

Montreal

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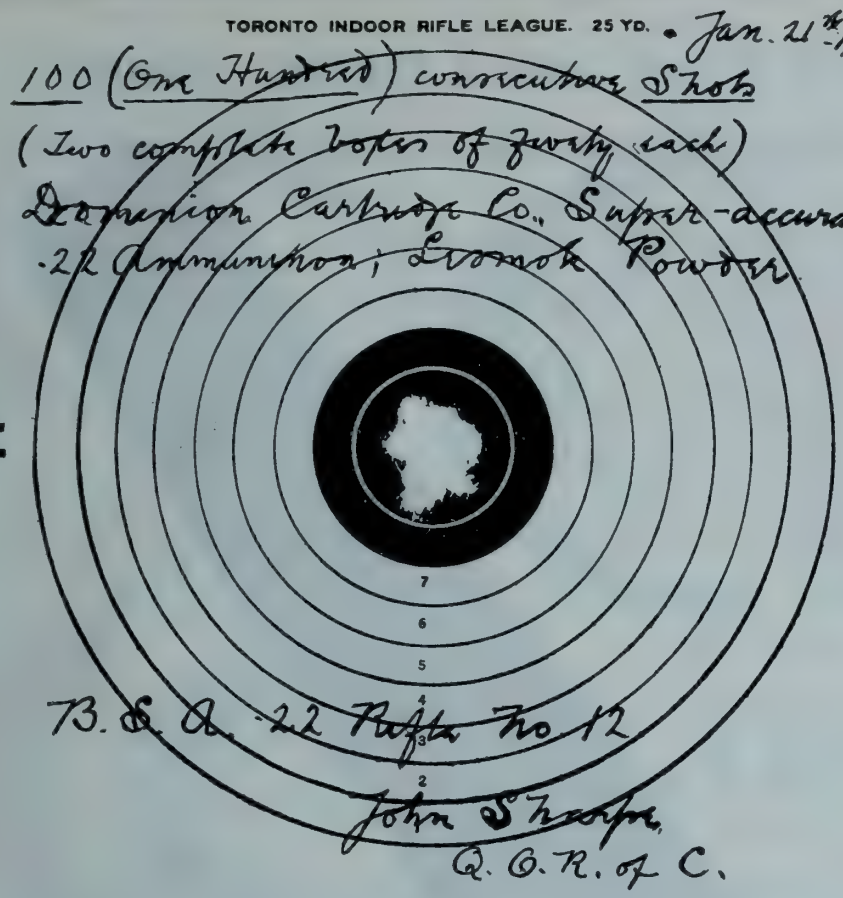
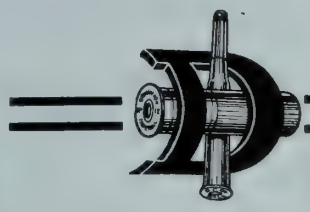


This and one other target of 7 bullseyes constitute the remarkable score made by Sergeant Sharpe, of Toronto.



One Hundred and Seven Consecutive Bullseyes

—This remarkable score was made by Sgt. John Sharpe, Queen's Own Rifles, of Canada, Toronto, Ont., with the new

Dominion .22 Super-Accurate

This proves the accuracy of Dominion ammunition. Place your order to-day for a full line of .22 ammunition, which is equally as accurate as the above.

Dominion Cartridge Company, Limited

Owned and Operated by

Canadian Explosives, Limited

Halifax Montreal Toronto Sudbury
Winnipeg Vancouver

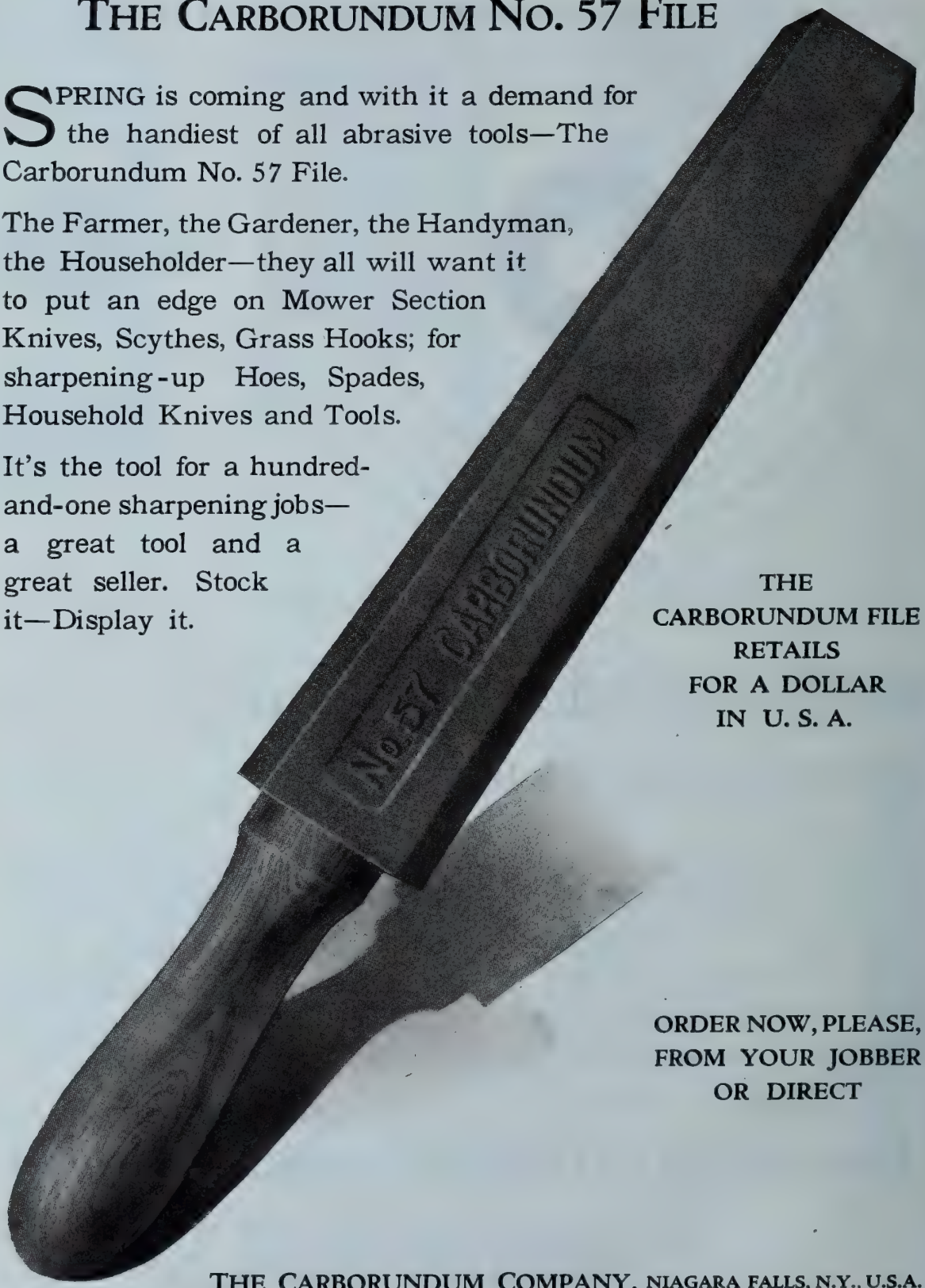
If interested tear out this page and place with letters to be answered.

IT'S A GREAT TOOL AND A GREAT SELLER
THE CARBORUNDUM NO. 57 FILE

SPRING is coming and with it a demand for the handiest of all abrasive tools—The Carborundum No. 57 File.

The Farmer, the Gardener, the Handyman, the Householder—they all will want it to put an edge on Mower Section Knives, Scythes, Grass Hooks; for sharpening-up Hoes, Spades, Household Knives and Tools.

It's the tool for a hundred-and-one sharpening jobs—a great tool and a great seller. Stock it—Display it.



THE CARBORUNDUM FILE RETAILS FOR A DOLLAR IN U. S. A.

ORDER NOW, PLEASE, FROM YOUR JOBBER OR DIRECT

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y., U.S.A.

New York, Chicago, Boston, Detroit, Philadelphia, Cleveland, Cincinnati, Pittsburgh, Grand Rapids, Milwaukee.

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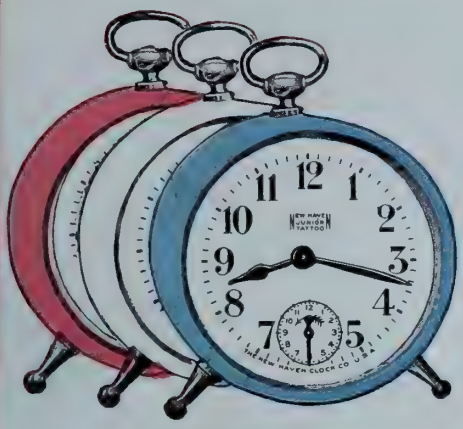
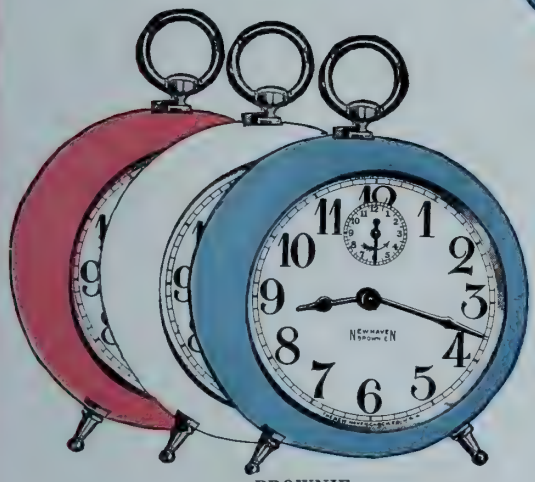


JUNIOR TATTOO

SLUMBER STOPPER



BROWNIE

RAINBOW

Assortment No. 12A.

New Haven Guaranteed Alarm Clocks

JUNIOR TATTOO—1-Day Intermittent Alarm. Alarm rings for 5 minutes intermittently in 20-second intervals. The smallest practical alarm clock made.
Height, 3½ inches. Width, 2¼ inches. Dial, 2 inches. Case, seamless brass. Bell metal gong on back. Has silent switch.
Finish, enameled pink, white and blue, with heavily nickeled trimmings.

BROWNIE — 1-Day Intermittent Alarm. Alarm rings for 5 minutes intermittently in 20-second intervals. A compact, strongly made little clock of special design.
Height, 4 inches. Width, 2⅞ inches. Dial, 2¼ inches. Case, seamless brass. Has silent switch.
Finish, enameled pink, white and blue, with heavily nickeled trimmings.

JUMP—1-Day Alarm. Height, 6½ inches. Width, 4⅛ inches. Dial, 4 inches. Case, seamless brass. A very reliable alarm clock.
Finish, enameled pink, white and blue, with nickel-plated bell and trimmings.

SLUMBER STOPPER—1-Day Alarm. Height, 5¾ inches. Width, 4⅛ inches. Dial, 3¾ inches convex glass. Has silent switch on top. A very neat and popular pattern of the higher grade alarm clock. Case, seamless brass.

Finish, enameled pink, white and blue, with nickel-plated trimmings.

JUMP

Durable Enameled Alarm Clocks

The special feature of these is that they do not tarnish like nickel finished clocks. They can be kept clean and bright by wiping with a damp cloth.

Write your jobber—he has them. Order a sample dozen.

New Haven Clock Co.

Clock Makers for over 100 years

New Haven, Conn.

ORDER
A Sample Dozen Assorted.

650 Feet per Pound

Consumers Cordage

Blue Ribbon Binder Twine

Also :

600 Feet per Pound

550 Feet per Pound

500 Feet per Pound

Made in Canada by Canadian Workmen from carefully selected, specially treated fibre, quality, length and strength guaranteed.

Write for Prices and Free Advertising Playing Cards

Send your Orders in now for LION and BEAVER Brand Cordage.

Consumers Cordage Company, Limited

ESTABLISHED 1825

Halifax, Montreal, Toronto,

Agents and Stocks :

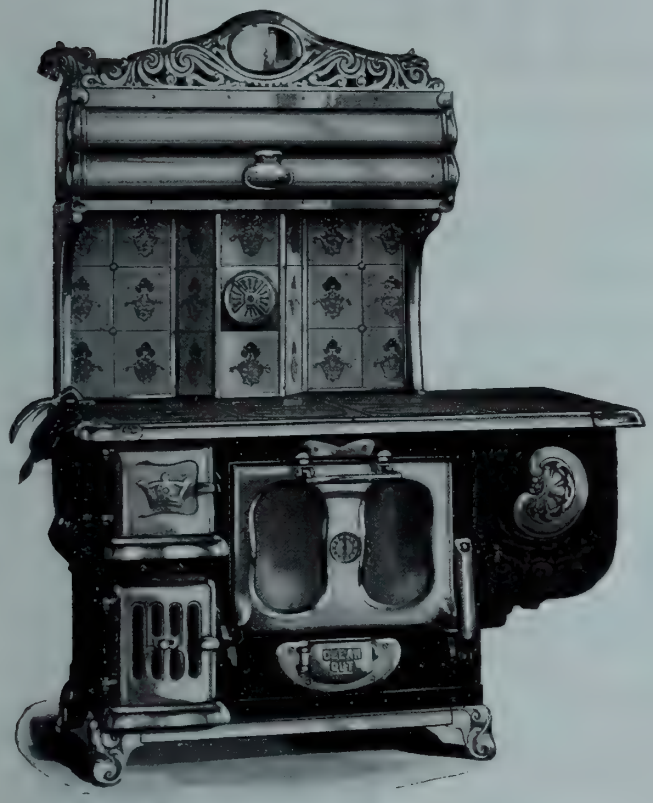
Tees & Persse Limited—Winnipeg, Regina. Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William.

Jas. Bisset & Co., Quebec.

Macgowan & Co., Vancouver.

The Pride of the Kitchen

CORONA RANGES



THE "CORONA," as shown in the illustration, possesses every known feature that will lighten kitchen work.

The cast plates are smooth and of uniform thickness. They have the natural velvet finish of pure grey iron.

The design is severely plain, with just a touch of nickel here and there to bring out the strong graceful lines of the stove.

Only those things that are absolutely necessary to give goo service and actual value go into the "Corona" range.

A range that will bake well, be economical in the use of fuel, and last long cannot be made for less money.

THE OVEN:—The oven is 21"x21"x14", large and roomy; bakes quickly, evenly, and with the greatest economy of fuel. The bottom is made of 16-gauge steel and is at the same time strongly braced with heavy supports to prevent warping. Entire surface over top is covered with asbestos millboard.

OVEN DOOR—The oven door on every "Corona" when open, forms a large smooth shelf. The door is controlled by a counterbalanced heavy coil spring.

DUPLEX GRATES:—The duplex grates are different in shape and are built to last—being heavier. They can also be changed in a minute. The old-fashioned grates that slide out or in look good when new, but after they are used they get a little warped, and it is necessary to change them—then the trouble begins.

THE RESERVOIR:—The tanks are made of 14-ounce tinned copper, which will not rust, enclosed in cast-iron casing.

THE BROILER DOOR:—The Broiler Door, or Front Check Damper, can be adjusted readily as desired and remains exactly as it is placed. Can also be dropped down full. A most convenient place to make toast—and at the same time not in the way of the busy housewife.

FRONT SECTION:—The front section of the range can be raised from one to seven inches. Convenient for putting in fuel.

FIRE DOOR:—Large and roomy—8½ inches x 7½ inches.

Tudhope-Anderson Company
LIMITED

ORILLIA, ONTARIO - WINNIPEG, MAN.

If interested tear out this page and place with letters to be answered

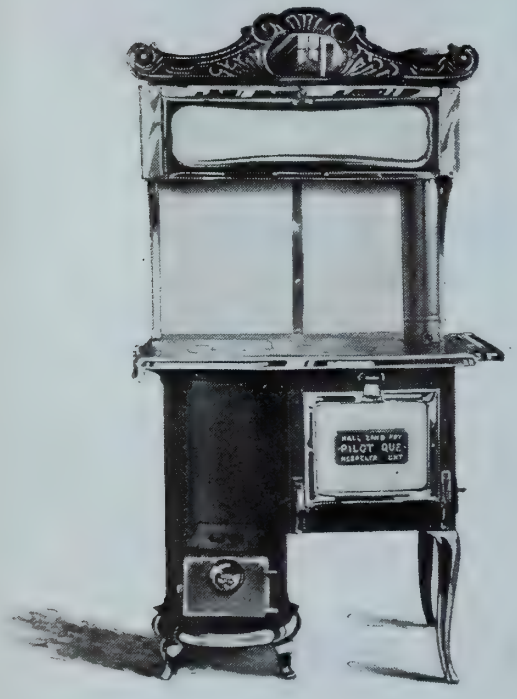
The Right Stoves

We show here some of this handsome line that brings business to the hardware merchant and satisfaction and delight to their customers.

Look over the illustrations: note the handsome, striking appearance of the Alerta. This is apparent to your customers at first glance and makes a favorable first impression that paves the way for you as you point out the various convincing selling points of this and other members of this good line; such as, the Pilot Gem and the Pilot Quebec.

Pilot Alerta

This is made in two sizes; 16" x 20" and 20" x 20" oven so that you can offer your customers a choice in size. It is also supplied with or without reservoir. From the illustration you can easily judge the beauty of this handsome range. Note the bright, attractive, nickel trimming, the white enamel and the mirror in the decorative top.



Pilot Quebec Heaters

Pilot Gem

This is the useful and desirable four-hole, steel, cook-stove No. 8 or No. 9. It has a 14 x 18 inch oven. The grate is the desirable Duplex type. The top is fitted with 8 and 9-inch covers. This splendid cooker is supplied with or without high shelf; and with or without reservoir. Notice the abundance of nice, white enamel and nickel trim—this certainly makes a good first impression.

Pilot Quebec Heater

This is a particularly nice looking Quebec Heater. Very attractive in trim, having considerable nickel and white enamel about it and a decorative top with a mirror. This has a strong appeal to your customers that want a nice-looking and extremely serviceable Quebec Heater with a fine oven that bakes and roasts to perfection.

Pilot Gem

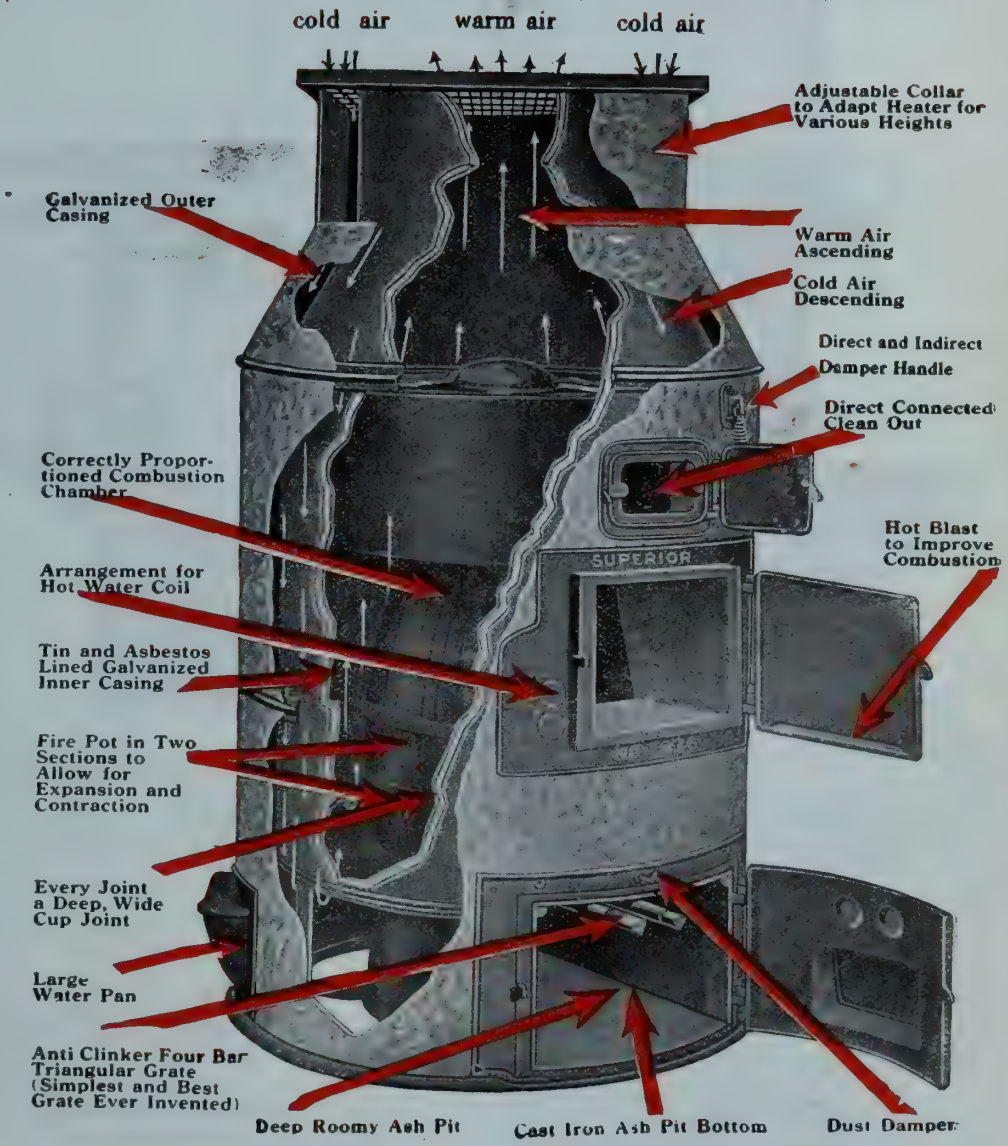
Ranges and Furnaces to Sell PILOT

Pilot Superior Pipeless Furnace

This is undoubtedly the unequalled leader in the pipeless field. It is easy to convince your customers of the merits of the Pilot Superior. The best selling help you can have in selling the Pilot is to let your prospect talk to your last customer. They are always satisfied and ready to "boost" for you.

In the illustration, we have indicated with arrows some of the many convincing selling points that close the sales. The Anti-Clinker, Four-bar, Triangular Grate, to mention just one feature, is a matter of much interest to your prospects. This and many of the others will interest, convince, and bring most customers to the decision to buy.

Altogether, you will find the Pilot Superior a very gratifying pipeless furnace to sell, and a very satisfying furnace for your customers to buy.

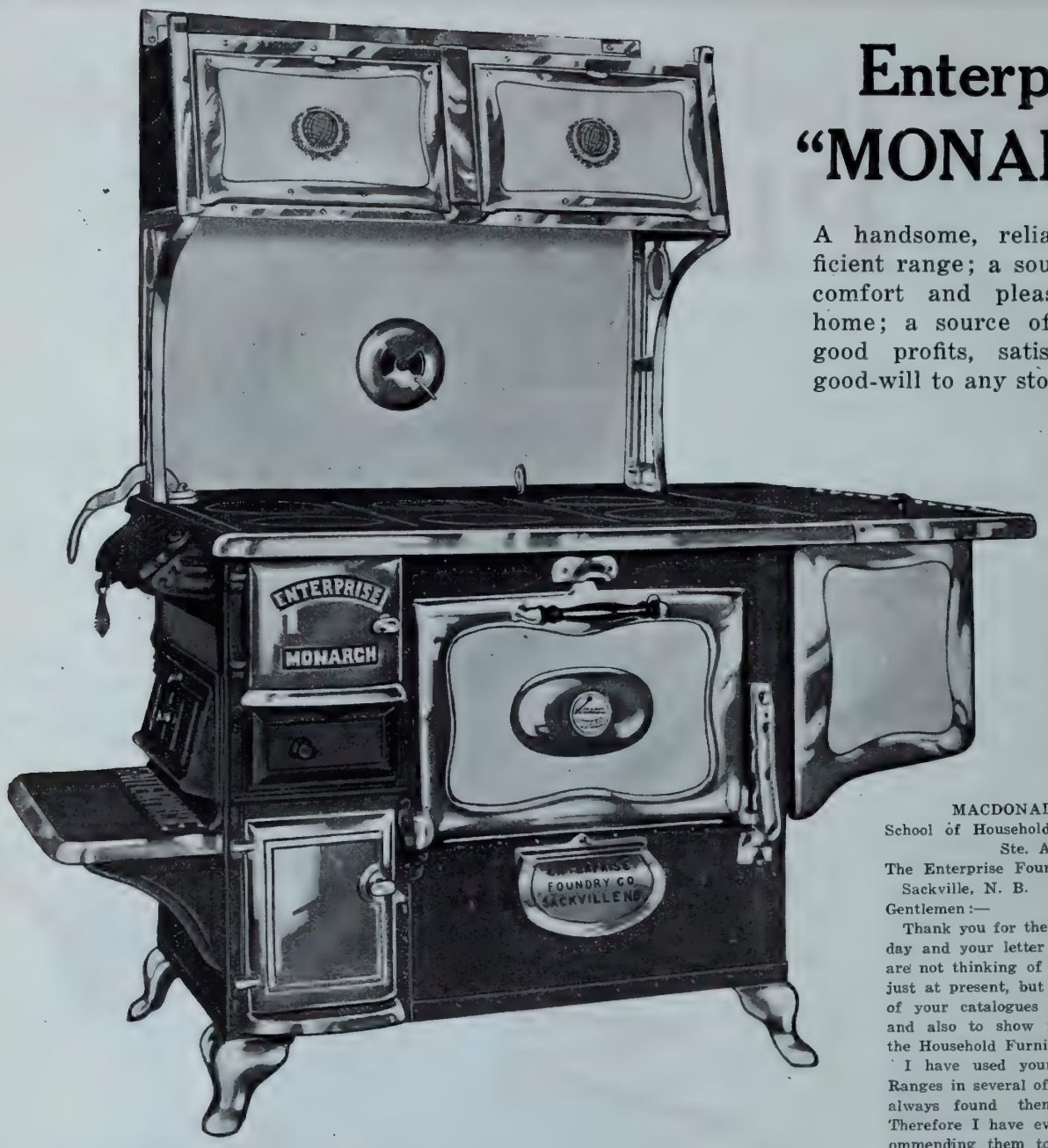


The Hall Zryd Foundry Co., Limited

Western Branch: Post Office Box 687, Winnipeg, Manitoba

Manufacturers of Pilot Stoves, Ranges and Furnaces

Hespeler - Ontario



Enterprise "MONARCH"

A handsome, reliable and efficient range; a source of pride, comfort and pleasure to any home; a source of good sales, good profits, satisfaction and good-will to any store.

MACDONALD COLLEGE
School of Household Science
Ste. Anne de Bellevue, Que.

The Enterprise Foundry Company,
Sackville, N. B.

Gentlemen:—

Thank you for the catalogue received today and your letter dated April 5th. We are not thinking of buying another Range just at present, but I wanted to have one of your catalogues on file for reference, and also to show it to our students in the Household Furnishing Classes.

I have used your Enterprise Monarch Ranges in several of our Colleges and have always found them most satisfactory. Therefore I have every confidence in recommending them to my students.

Yours very truly,
A. B. JUNIPER,
Dean of Household Science.

Every Enterprise product is honest and sincere all the way through. It has been truthfully said that a generation of comfort and economy is built into each one, whether furnace, stove, or range.

We make a large variety of stoves and ranges and both pipe and pipeless furnaces. We will gladly send literature—write for it now.

THE ENTERPRISE FOUNDRY

Makers of

High-Grade Stoves, Ranges,

Head Office and Factory: Sackville, N. B. **Western Distributing Agencies—British Manitoba, Saskatchewan and Alberta: The J. H. Ashdown**

If interested tear out this page and place with letters to be answered

ENTERPRISE BLAZER PIPELESS FURNACE

A Remarkable Heating System

This successful Enterprise Pipeless Furnace has made good from the first. Everybody likes it and there are hosts of sales awaiting you at churches, stores, factories and large and small homes. The furnace is right and the profits are exceptionally attractive.

The patterns for two new lines of Enterprise Pipelesses are now being completed. Both will be of the ALL-CAST CONSTRUCTION. One line will sell at a price to equal or beat competition from any source—the other will be medium priced and unsurpassed for quality.

ENTERPRISE can therefore offer you the following unequalled lines of pipeless furnaces—a furnace to suit every purse and every condition.

ENTERPRISE BUNGALOW—very low priced.

ENTERPRISE ALL-CAST Series A—very low priced.

ENTERPRISE ALL-CAST Series B—medium priced.

ENTERPRISE BLAZER—medium priced.

Get in touch with us to-day. Let us give you details. Your opportunity has come—write now.

COMPANY, LIMITED

Furnaces and Fire-Place Fittings

Columbia: W. T. McArthur Co., Ltd., 866 Granville St., Vancouver
Hardware Co., Ltd., Winnipeg, Saskatoon and Calgary

Gurney Ranges

Gurney Laurentic
Made in a variety of finishes
with or without reservoir
Ask us about them

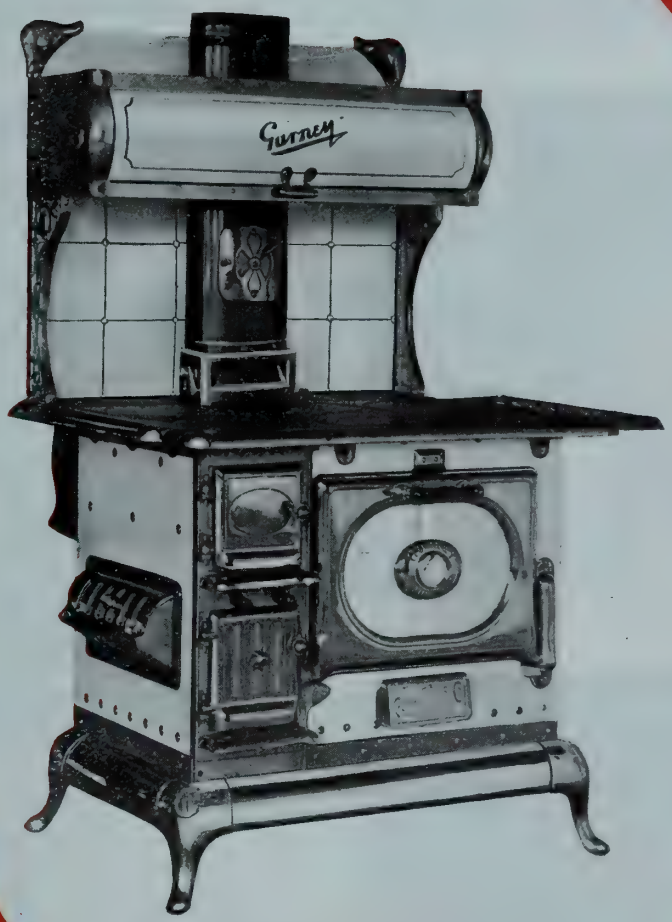
Gurney Royal Keystone
Illustrated with Cast High Shelf
Also supplied with back fence or high closet
Square only

Gurney No. 1013 Royal Quebec
With or without reservoir or high closet

Gurney Ranges

GURNEY

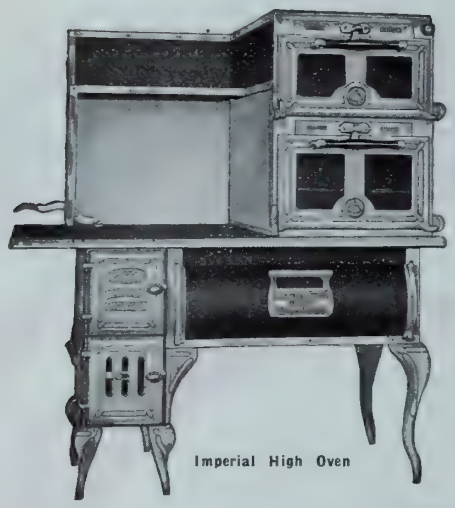
Order
Your Samples
Early



Gurney Laurentic

in a new finish
Its beauty is more than skin deep

THE GURNEY FOUNDRY CO., Limited
TORONTO - CANADA
Montreal Winnipeg Vancouver



Imperial High Oven

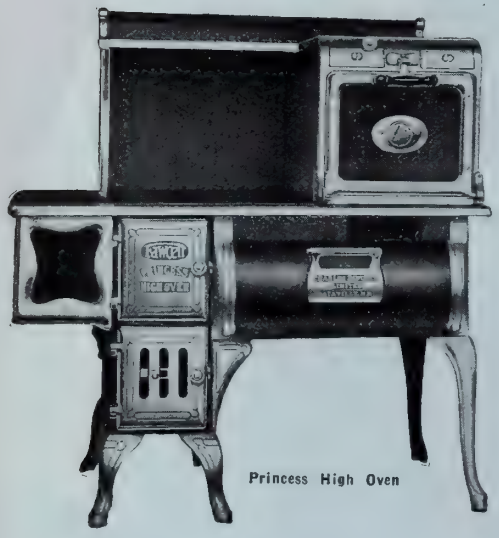
Splendid Steel Ranges

This means that the hardware merchant

Copper Bearing Steel

Imperial High Oven:

This exceptional stove has the sales advantage of two full 20-inch ovens that can both be used at once. The cooking surface can be fitted with either four 8-inch or four 9-inch holes. The fire box can be fitted to burn either coal or wood. A special feature of interest is the natural fire-travel—upward instead of being drawn down around the oven. In this, as in our other high ovens, your prospects are always interested in the elimination of stooping with its back-aches and other ills. The stove itself is made in one size only.



Princess High Oven

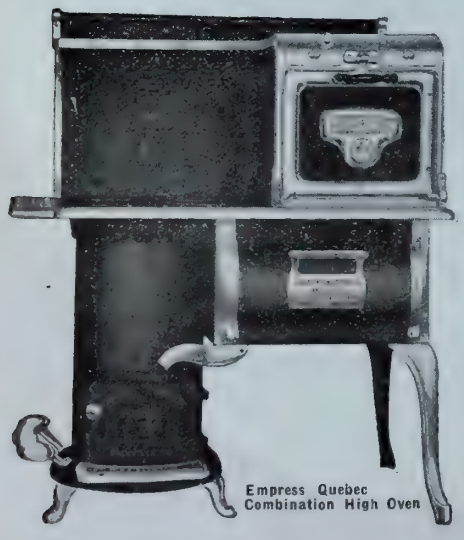
The Imperial, Princess, Victoria

Princess High Oven:

The Princess is a brand new line. In handling these you have an advantage, as nothing like them is offered by others. It offers, for the small family, all the advantages of a high oven range at the price of an ordinary small range. The fire box is fitted for wood or coal; the top can be fitted with either four 8-inch or four 9-inch covers. This attractive, new range is built in only one size with one 17-inch oven.

Fawcett Goods Have Been

We have warehouses at Winnipeg, Calgary,



Empress Quebec Combination High Oven

Empress Quebec Combination High Oven:

This is an interesting new improvement in the Quebec Two-in-One idea. We have put the oven up where you see it in the cut. This is a selling point of value to the merchant. You can point out this excellent 17-inch oven, at standing height. It eliminates stooping and is the logical place for the oven. Four 8-inch or four 9-inch holes are on the cooking top. It works wonderfully well and heats a small house easily as well as doing the cooking.

MANY OTHER STYLES

Ranges with uniform fire boxes have proved extremely popular with the hardware merchants. Copper bearing steel is new, but well tried and proven. The small amount of copper causes quick, even radiation of heat and resists the corrosive action of fire on the steel.

We have Dominion-wide distribution and every facility for prompt service to hardwaremen anywhere in Canada.

Charles Fawcett Ltd.

Sackville, N. B.

Winnipeg **Calgary** **Vancouver**

Montreal

584 Rivard St.

If interested tear out this page and place with letters to be answered

With Uniform Fire Box

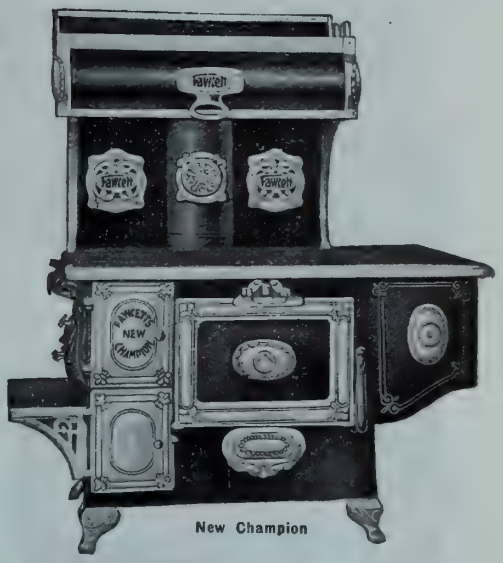
carries only one style of spare parts

Flux-o-tuf Castings

New Champion Range:

This is a steel range of the very highest grade. It is made with 18-inch or 20-inch oven. Either size can be fitted with 8- or 9-inch covers and the fire box fitted for coal or wood burning. The Champion is a heavy, exceptionally well-built range. The material is the best, and the whole range is built on a high-class basis to meet the most exacting requirements.

In selling this exceptional range you have a distinct advantage for this has a built-in reservoir. The heat can be turned directly on the reservoir and water quickly boiled. This is an exclusive feature not found in other ranges.

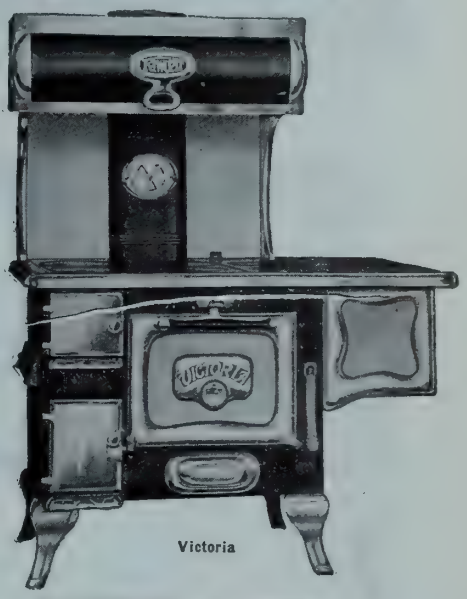


New Champion

and Marvel have Uniform Fire Boxes

Victoria Steel Range:

The Victoria is a light range. It is built so that you can satisfy the demand of the city trade for a small, cheap range that gives first-class service all out of proportion to its low price. It has proved a great favorite wherever introduced. The Victoria steel range is built with 16-inch, 18-inch and 20-inch ovens; 8- or 9-inch covers, and can be fitted to burn coal or wood.



Victoria

On the Market Over 60 Years:
and Vancouver, and a branch at Montreal

Marvel Steel Range:

The Marvel enables you to turn all the inquiries into orders, for the Marvel just meets the requirements of those customers who want a range between the Champion and the Victoria. It supplies a range that is medium in price. It is built with 16-, 18- or 20-inch oven. The covers are supplied in 8- or 9-inch size as desired. The fire box can be fitted for burning coal or wood. The Marvel roasts and bakes in a way that leaves nothing to be desired. A point that helps close the sales is the easy way that the floor beneath can be reached and cleaned.

Marvel

QUICK RADIATION

We have shown here but a few examples of our extensive line. Write us and let us supply details and prices of these or any of our many other ranges. We have other smaller ranges, and some more or less similar, in quality and price, to those shown here, as well as an assortment of cast iron ranges.

Charles Fawcett Ltd.

Sackville, N. B.

Winnipeg **Calgary** **Vancouver**

Montreal

584 Rivard St.

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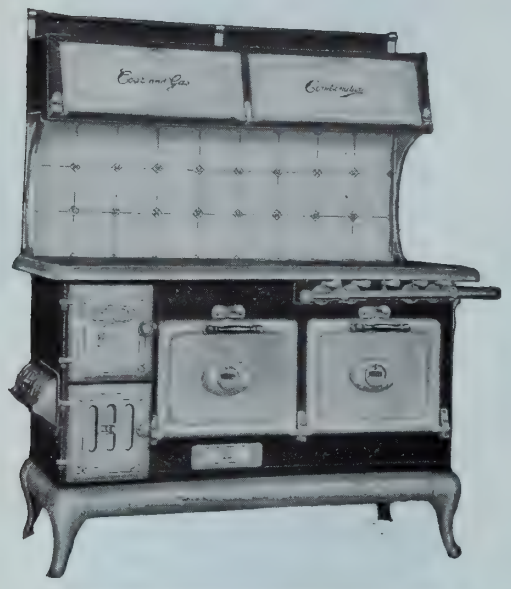
Three Sales Boosters



A Brand New Combination
With Two Full Sized Ovens 16 x 18 x 12

This is entirely new and destined to make lots of money for the merchant who gets in early on the sales. This desirable combination has **two** ovens—not only one oven and a warming closet, but **two fine, big ovens, 16 x 18 x 12,** for cooking and roasting.

The oven nearest the fire box is heated by the fire, and the other oven by gas—the gas top has four burners. The ovens can be used simultaneously or independently, and with only one oven in use the other offers a splendid **additional** warming closet space to the closet above.

The fire box is the large **standard** size. This is uniform with those on the preceding pages, and the merchant has the advantage of carrying **fewer parts.** The top size is 50″ x 24″—no larger than an ordinary coal range fitted with a reservoir, and the construction of the flue ensures perfect efficiency. **This is the only combination of its kind on the market, and the price is little more than a good coal range.**

Cabinet Gas Range
Shelf Swings up to Admit Wash Boilers etc.

This range is equipped with a baking oven and a broiler oven —both at a standing height, and the top is a four hole gas cooking top.

The shelf swings up out of the way to admit high utensils, and not only will this gas range interest your buying prospects by its appearance, but it thoroughly convinces them by its efficiency and features of sensible design and good workmanship.

Where Floor Space is a Consideration

This desirable, satisfactory range offers all the advantages of a cabinet range, yet it does not occupy nearly as much floor space. The top is provided with four full-sized burners and a simmering burner. There is a good-sized baking oven and a good-sized broiling oven. Like our other stoves, ranges and heaters, this comprises excellent material and workmanship, and is up to the standard we have maintained for sixty years.

Charles Fawcett Limited

Sackville, N. B.

Winnipeg **Calgary** **Vancouver**

Montreal

584 Rivard St.

If interested tear out this page and place with letters to be answered

The Unrivalled Rival Line

Fawcett Rival
The Superior Elevated Radiator Type

This style of furnace is recommended by furnace experts everywhere as superior to any other form of hot air furnaces for burning coal. The ash pit is cast all in one piece, which prevents ashes, smoke, etc., escaping from the bottom of the fire to the air chamber and then to the rooms above, as happens in many furnaces. The **Rival** eliminates dust and ashes in the house. These unrivalled furnaces are made in five sizes for either pipe or pipeless installations—are scientifically constructed and will ensure comfort to your customers.

The Villa Rival
A Handy Portable Furnace

This is a small handy portable type of furnace that meets the demand for a furnace costing little more than a good-sized heating stove. You will get good business in your district for the **Villa Rival**, as it has many advantages over a heating stove. Installed in the cellar it keeps all the mess and dirt connected with a fire out of the house proper—its construction makes it **easy on fuel** and it is unequalled as a heater.

An important feature of all Fawcett Coal Furnaces is the location of the water pan. This is right under the fire door and right up against the hot fire pots. The water evaporates generously—a very important hygienic point, as it assures the relative humidity of the warmed atmosphere essential to health, comfort and economy of fuel. The pan is very accessible—easily pulled out, cleansed, and replaced. **Every item in the construction of Fawcett furnaces is as thoughtfully planned as this water pan.**

We also make wood furnaces in three sizes. These can be adapted to bricked-in pipe installations, galvanized casing for pipe installations or as pipeless furnaces.

The Viking Heater
A Substantial Powerful Heater at a Moderate Cost

This is a fine outstanding example of the Quebec heater idea, and is a mighty good heater to sell. It is one we picked out to illustrate our extensive line of heaters, and each and every one is made with unvarying high quality. **We can supply anything your trade demands in the way of a heating stove.**

Service. We remind our friends again we carry assortments of our com plete line at our branches at **Winnipeg, Calgary** and **Vancouver.** A representative is also located in **Montreal.** You are thereby assured, no matter where you live in Canada, of receiving a service that will satisfy all demands.

Charles Fawcett Limited

Sackville, N. B.

Winnipeg **Calgary** **Vancouver**

Montreal

584 Rivard St.

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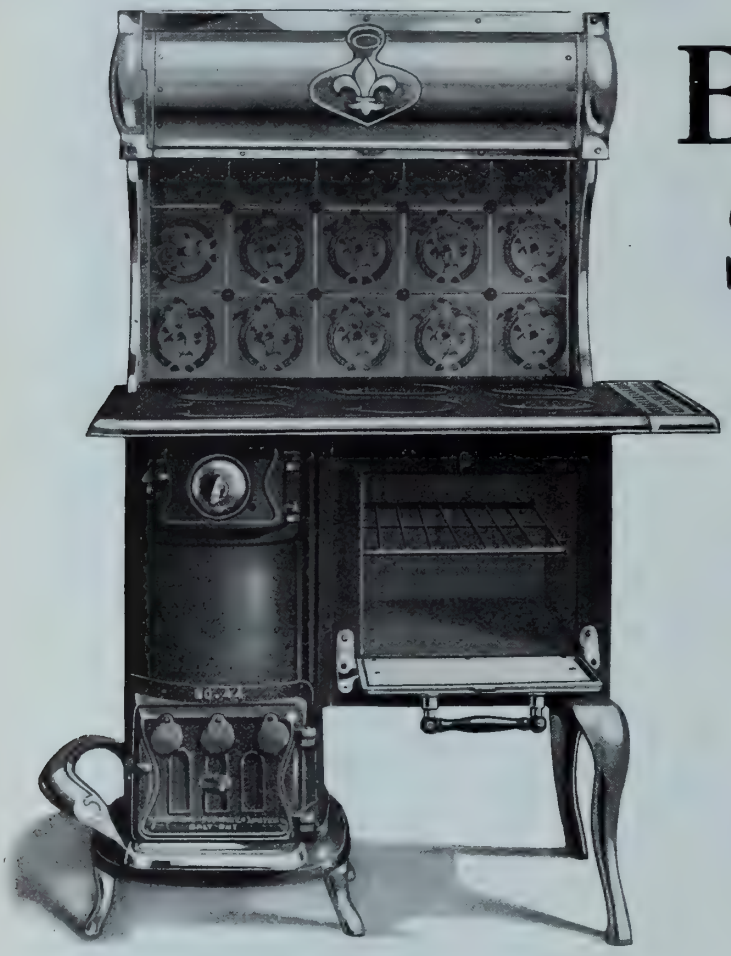


BANNER STOVES

A Complete Line

In Banner Stoves and Ranges the dealer is offered a complete line which will enable him to successfully meet all competition.

The Banner Compact Cook

All the good features of the well-known Quebec Heater are included in this model. It is the finest stove of its type on the market. Note the large oven—18 x 15 x 11 inches; the highly polished steel body; the plain bright nickel parts. Oven is equipped with sheet flue construction, thus providing the even temperature of heat required for perfect baking.

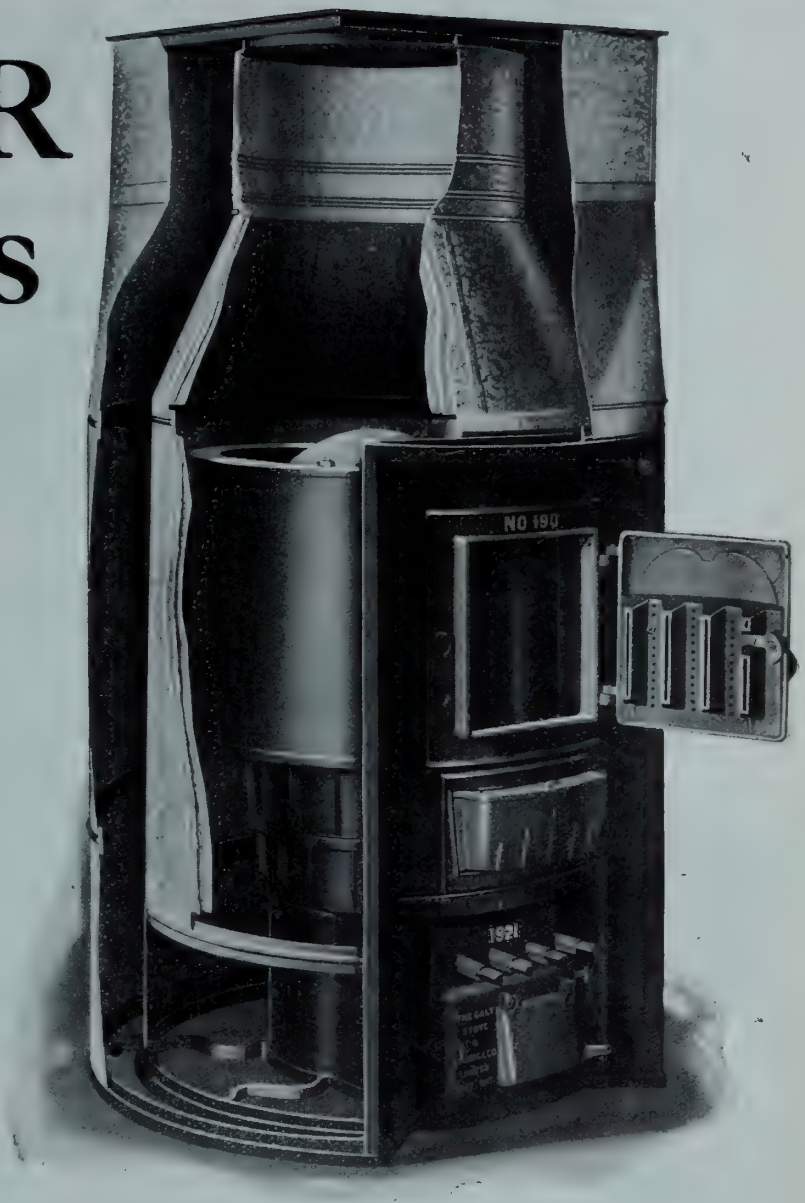
The Economy Steel Cook

This handsome range is the most serviceable of low-priced steel cooks. The fire box is very heavy in every part. Equipped with drop oven door, the door of which is nickeled; cast iron reservoir end, large ash pan and large square oven. Wood plate for bottom of fire box supplied when desired. Altogether the Economy will be a prided asset in any kitchen.

If interested tear out this page and place with letters to be answered

BANNER Furnaces

Concentration of efforts to pushing a good, reliable make of furnace brings a dealer the greatest profit.



The Banner Pipeless

The low cost and ease with which Banner Pipeless Furnaces are installed is causing home-owners in all parts of the country to discard their heating stoves in favor of this system.

Read what one enthusiastic dealer—Geo. Mathewson, Hardware, Limited, Toronto, tells us: "We have had the very best of success. We installed last fall about 20 of the three different sizes of Banner Pipeless Furnaces, some of them in very poorly constructed buildings, but every one gave our customers the best of satisfaction. Every customer is a satisfied customer. The firm that is handling your pipe and pipeless furnaces is handling one of the best furnaces manufactured in Canada."

BANNER STOVES AND FURNACES

Write for full information

The Banner Pipeless Furnace is a complete heating system installed in the basement the same as other furnaces but requiring no pipes to convey the heat to the various rooms. Every furnace is installed under a positive iron-clad guarantee. They offer a wonderful field for expansion and profit. Write us to-day for fuller particulars.

Galt Stove & Furnace Company, Limited

Galt - - Ontario

If interested tear out this page and place with letters to be answered

"NEW IDEA" & "SOUVENIR"

PIPE and PIPELESS FURNACES

For Efficient Heating and Quick Sales

Building will be under way in earnest in a few weeks—are you ready for it? Reports are coming in from many points stating that much activity will be shown in the building trades this year. This will mean more furnace sales—we are prepared to serve you promptly with a complete line of warm air pipe and pipeless furnaces—made in sizes to suit every heating requirement and which range in price to suit every pocket-book.

New Idea and Souvenir Furnaces are well known to the Canadian people having been sold and thoroughly tested for the past thirty-five years. This means easier selling and more profits for New Idea and Souvenir Agents. Our exclusive agency proposition is still open in several districts. Write us today for particulars—also request us to mail circulars and prices or our salesmen will call if desired.

Now is the time to act if you wish to be ready when the big demand for Furnaces starts.

The Hamilton Stove & Heater Co., LIMITED

Successors to: **GURNEY TILDEN CO., LIMITED, Hamilton.**

75 Years Successful Manufacturing

J. E. MARANDA, Quebec Travelling Representative, ST. HILAIRE, QUE.
Winnipeg Representative: 134½ Higgins Avenue, Winnipeg, Man.
Vancouver Representative: 1073 Hamilton Street, Vancouver, B.C.
We also make the "Famous for Good Baking" line of Souvenir Stoves and Ranges.

SPECIAL NOTE

For our exclusive agents for stoves and furnaces, we will have a very **important** announcement to make in this paper in about two weeks—WATCH FOR IT.

If interested tear out this page and place with letters to be answered

McClary's

Millions of Dollars

Spent in Advertising McClary's Name

It has cost a lot of money to make McCLARY'S name a household word.

But it **has** been done, even at the cost of millions.

Throughout the past three generations, year in, year out, consistently, painstakingly, the name McCLARY'S has reached the individual Canadian and Immigrant.

Through every Medium possible, the strong, forceful message has been flung Dominion-wide.

Persistency wins in every business game—we have built on the foundation of goodwill, created with good goods and sustained with sound, logical Advertising.

1922 is following on. The most effective campaign of the past years has started.

Your biggest opportunity, Mr. Dealer, is presented to you **now** to tie up with the name McCLARY'S. Cash in on its productiveness. Make the Cash Register ring.

Our Branches and Salesmen will advise you of our business-getting Campaigns—keep in touch with them.

Head Office and Factories:
London, Canada

Branch Offices and Warehouses:
Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary
Saskatoon Edmonton

If interested tear out this page and place with letters to be answered

"Two-in-One"

A Quebec Heater With Oven

Show your customers this. Put it in the window and explain it with a clear, brief, easily read show-card. Show it in your local advertising, for if you let them know about it, you'll certainly do a paying business.

Why run one fire for heating and double the cost with another for cooking?

The "Two-in-One" is a money and trouble-saver for your trade—tell them so.

"Radio" Heaters' Special Feature :
Nickel Plated Base and Legs

Lamarre & Company
Limited
St. Remi, Quebec

Something New, Cheap and Handy

Note.—The flue construction is the same as in an ordinary cook stove.

Order a sample, there is always a spring demand for a stove of this description.

—HANDY ANDY—

The Handy Andy is exactly what its name indicates. **A handy, practical, two-hole wood cook** at about the same price as an ordinary Box Stove.

Specially adapted for summer kitchens, campers, prospectors, surveyors, construction camps, etc.

The handiest, the most compact, the cheapest combination cooking, baking and heating stove built

GUARANTEED IN OPERATION
LOW IN COST

Manufactured by

Findlay Bros. Co., Limited

CARLETON PLACE, ONT.

Western Distributors :

Revillon Wholesale Limited, Edmonton, Alta.
MacPherson and Teetzell, Vancouver, B. C.
Canadian Supply Co., Limited, Saskatoon, Sask.

If interested tear out this page and place with letters to be answered

GOOD REASONS WHY 1922 MONCRIEF DEALERS WILL MAKE NICE PROFITS WITH THE

ECONOMICAL
--AND--
EVERLASTING

MONCRIEF FURNACE

A BETTER
FURNACE
WITH NO
REGRETS

Your prospects can understand that an ALL CAST, extra heavy furnace of highest quality grey iron, deep cup joints, one piece feed section, long fire travel and large radiating surface will give them a June temperature in zero weather as long as they live.

They can see that the wide, roomy casings give them a greater volume of warmed air—not scorched, dusty, hot air.

Every part assembled and fitted before leaving factory—quick and easy to install. Enthusiastically recommended.

Backed up by quality, service and snappy advertising. No worry over your sales or reputation. Get ALL the facts.

MONCRIEF PIPELESS FURNACE

This famous furnace is backed up with a STRONG and COMPLETE line of dealers' selling helps. Get our dealers' ad. sheet with ads. of real selling power.

Cuts of complete advertisements furnished free and **we will pay fifty per cent. of your advertising cost.**

Get to know more about the MONCRIEF furnace and the exceptional sales plan for dealers. **You'll want the MONCRIEF agency then.** Write to-day.

Moncrief

PIPE, PIPELESS, THREE PIPE AND MAJESTIC MONCRIEF

FOR ALL WARM AIR HEATING NEEDS

Made in Canada by

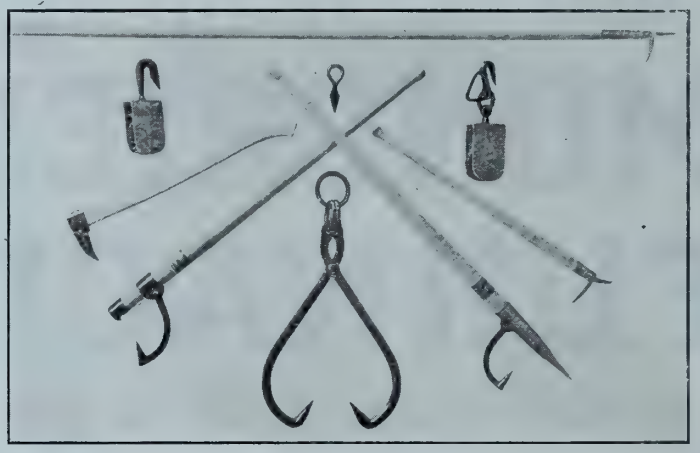
The MONCRIEF FURNACE & MANUFACTURING Co. Ltd.

GUELPH -:- ONTARIO

If interested tear out this page and place with letters to be answered

For over 56 years we have been manufacturing lumbering tools of all kinds at our plant in PEMBROKE, ONTARIO

1866



1922

For over half a century PINK'S LUMBERING TOOLS have been the standard of quality both in Canada and abroad. Only last month we filled orders for our tools for India and Australia.

THOMAS PINK COMPANY, LIMITED

PEMBROKE, ONTARIO

CARRITTE PRODUCTS

Purely Canadian

Red Label Asphalt Roofing

1-, 2- and 3-ply. Made of the best materials and a roofing that will give many years of service at reasonable cost. 108 sq. ft. to roll. Complete with galvanized nails and cement.

"4-1" Shingles Slate Surfaced; Green or Red

Same as slate surfaced roofing. In bundles—2 to a square, covering 100 sq. ft. of roof.

Pure Asphalt Coating

1-gal., 5-gal., 20-gal. barrel, 40-gal. casks. Same material as used to saturate asphalt roofing.

Tarred Felt

Medium Weight
Heavy Weight

Roofing Pitch

300-lb. barrels.

Roofing Cement

Best for coating all kinds of roofing paper. Easy to use; cheap and lasting. 1- and 5-lb. cans, 20-gal. barrels, 40-gal. casks.

Green Slate Surfaced Roofing

Best material, natural crushed green slate on surface; also made in red. Rolls, 36 in. and 18 in. wide. Complete with nails and cement; covers 100 sq. ft.

Yellow Label Asphalt Roofing

1-, 2- and 3-ply. A good piece of roofing at a very moderate cost. 108 sq. ft. to roll. Complete with plain nails and cement.

Carco Asphalt Roofing

In three weights—
Medium 2-ply, heavy 3-ply and x heavy 4-ply.

Asphalt Felt

Medium Weight
Heavy Weight

Asbestos Roofing Cement

An economical material to cover old roofs, patch same, and useful in stopping roof leaks, in metal, paper or wood surface. Put up in 5-lb. tubs, 100-lb. tubs, 250-lb. barrels, 500-lb. casks.

Tarred Sheathing

Rolls, 400 sq. ft., 25 lbs. each.

Light Dry Sheathing

400-ft. rolls, 15 lbs. each; also heavy dry sheathing 400 sq. ft., 33 lbs. each.

Coal Tar

1- and 5-gal. cans, 20-gal. barrels, 40-gal. casks.

Roof Coating

1- and 5-gal. cans, 20-gal. barrels, 40-gal. casks.

Creosote

For preserving wood. 1- and 5-gal. cans, 20-gal. barrels, 40-gal. casks.

The Carritte Company

St. John, N. B. - - - - Halifax, N. S.

If interested tear out this page and place with letters to be answered

Display Decorative Wall Burlaps In Your Paint Department.

EVERY Hardware Merchant knows that Spring is the best selling season for Burlaps. Spring cleaning and new building make it so, and 1922 promises to be a banner year for those merchants selling

Dominion Decorative Wall Burlaps

ORDER half a dozen rolls now and display them with your regular paint specialties. Get in touch with your local painter and local builder and interest them in the many advantages of Burlaps; it will pay you well.

ROLLS 30 and 60 yards long; widths 30-36-45-54-72 and 90 inches; shades, oil-coated drab, green, and white. An assortment calls for only a limited investment.

We have a few attractive counter cards which will help the sale of Burlaps, which we will be glad to distribute free. Send for your sign now.

DOMINION OILCLOTH & LINOLEUM CO. LIMITED

MONTREAL

A Double Message to Hardware Merchants

HERE is a sales-making opportunity that you should not pass by—

Silverware prices are down
A new Counter Cabinet that sells Silverware

This is the combination that has proven a sales-reviver and a profit-maker to Hardware Merchants all over Canada. Look at the cabinet. It is a handsome case that sits on your counter. A display card in colors attracts the attention of your customers. In the velvet-lined tray, a variety of pieces are arranged for convenient display. Beneath the tray is your stock of flatware. Can you imagine any way more attractive, more interesting to your customers, and more convenient to yourself for displaying flatware?

The beautiful Revere pattern shown on the page opposite is regularly sold with the Display Cabinet.

The Cabinet and complete set of Flatware is sold to dealers at a very attractive price—the resale prices make a generous profit. Write to us to-day for particulars or ask our salesmen.

CANADIAN WM. A. ROGERS LIMITED

570 King Street West, Toronto

Downtown Showroom, Kent Building

If interested tear out this page and place with letters to be answered

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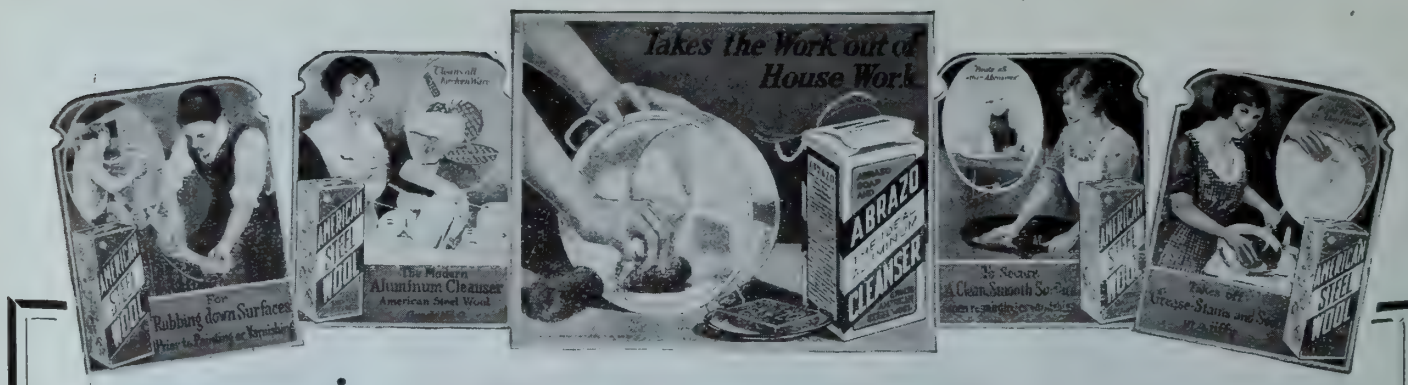


CASH PRIZES FOR BEST WINDOWS

60 day Contest

To the retailers getting up the most effective Window Displays of AMERICAN Steel Wool or Abrazo, or both, between March 1st and May 1st, 1922, we offer the following cash prizes:

First Prize $25 Cash Second Prize $15 Cash Third Prize $5 Cash

Send us a snap shot of your window before May 1st, and we will mail you a dollar to cover cost of photograph.

ABRAZO *The IDEAL Aluminum Cleanser*

Abrazo consists of six handy rolls of AMERICAN Steel Wool and one piece of Aluminum Soap. Nothing so effective for cleaning and polishing aluminum, Pyrex, enamel, tin, copper, brass, iron, etc. Abrazo offers more for the money than any other cleanser.

SENT FREE for CONTEST
Fancy Display Containers, Window and Counter Cards and Dummies will be sent Free on request. A strong window will link up your store with our National Campaign of Advertising and may win you $25.

AMERICAN STEEL WOOL MFG. CO. Inc.

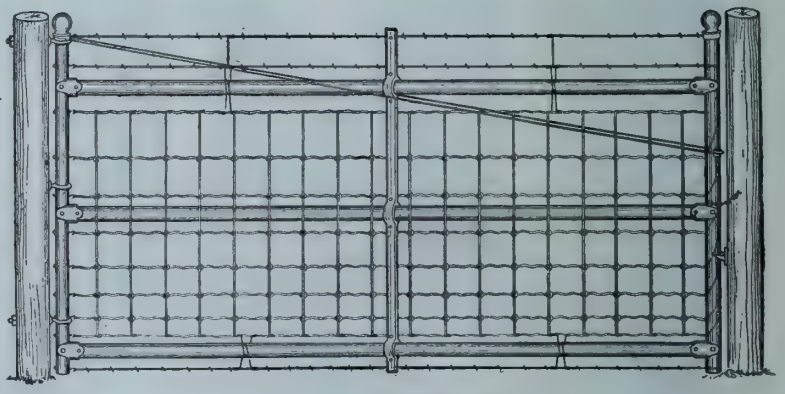
9-11-13 Desbrosses St., New York, N. Y., U.S.A.

The Story "In a Nutshell" of Why

CLAY GATES

Meet Canadian Conditions so Effectively and Sell so Well

These gates please your stock and cattle customers because they are plain, common-sense gates—horse-high, bull-strong and pig-tight.



Clay Bull Gate

Showing Clay Adjustability

They have all the advantages of good construction. Without going into technical details, we point out that they are strong—high carbon steel tubing; malleable iron castings; two-piece angle iron center brace and heavy brace wire.

These gates are easily and instantly adjustable. They are durable, economical and fully guaranteed. Before you forget it, write for our catalogue, which explains fully the many good features of these excellent gates.

Canadian Metal Products

Limited

Guelph Canada

If interested tear out this page and place with letters to be answered

"QUALITY" STEAM AND WATER SPECIALTIES

Knickerbocker Automatic Heat Generator

Morrison Pressure Gauge

Morrison Injector

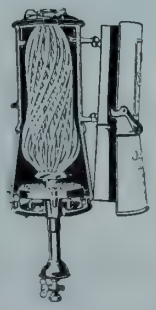
Compression Bibb Plain

Compression Bath Cock

MORRISON

It comes natural to specify Morrison Steam and Water Specialties. For over half a century they have been the standard by which others are compared. Provincial and Marine Inspection Departments have approved them and they give satisfaction wherever used.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. West, Toronto



Stack Water Heater

J.M.T. Valve

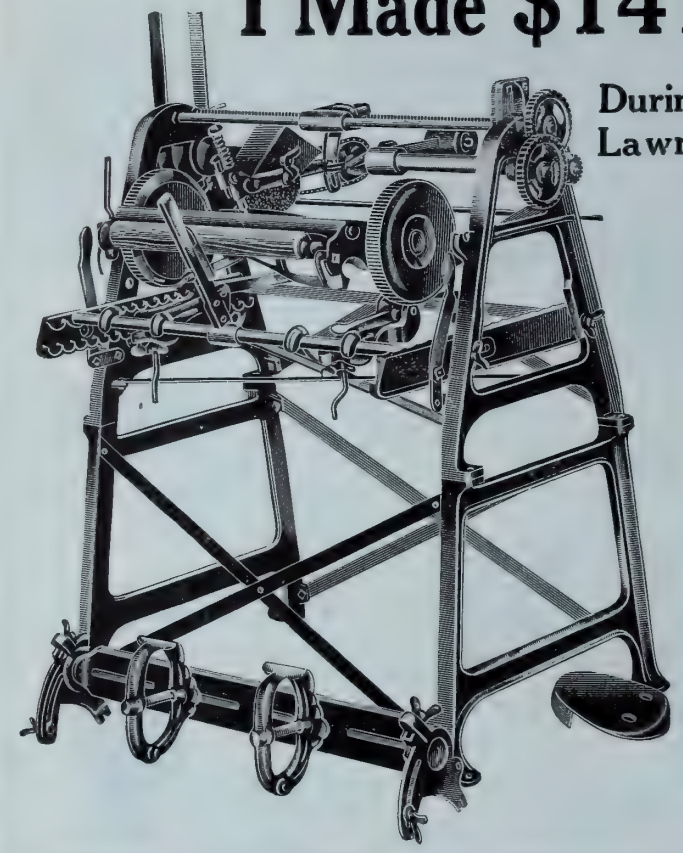
Model C Safety Valve

J.M.T. Reducing Valve

Compression Bibb Hose

If interested tear out this page and place with letters to be answered.

I Made $1412.63 on the Side



During the Grass Season with your IDEAL Lawnmower Grinder, writes W. F. Kendt.

Mr. Kendt lives in Buffalo, and sharpened 790 lawnmowers. Says best investment ever made.

Read What Zeno Says:

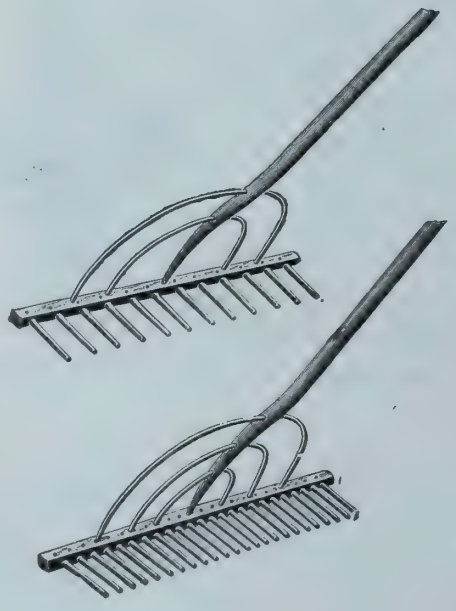
Zeno Brandon lives at Middletown, Ohio, and writes:
"I have worked 55 days and made $820.70. Have made as high as $38.70 in one day."

WRITE FOR CATALOG
And little booklet, "LET GEORGE SAY IT." It tells the stories of profit as the boys tell it. Mr. Brown bought early, made $1400 by fall and built a new shop with the money. Write to-day.

The Fate-Root-Heath Co.
Plymouth, Ohio

Canadian Representatives:
T. MORTIMER & CO., Empire Bldg., Toronto, Canada

Hay and Lawn Rakes



THE Rakes are all made of the best White Ash and Maple Stock. The teeth have no shoulder, each tooth being pinned in place, which gives the lightest and strongest rake possible.

The Handles all have the improved or Double Bend, which gives a better hanging rake than those having only one bend.

The STEEL TUBE BOW Rakes are made with bows of light, cold rolled steel tubing, ¼ inch in diameter, bent the same shape, and fastened in the same way, as the common wood bows, the weight also being practically the same. They are varnished to prevent rusting and are warranted never to break. Especially desirable for export, as they can be easily set up without breaking the bows.

Made in grades XXX, XX and "Extra." We will be glad to furnish further particulars on request.

Urge your neighbors to try our lawn rakes, and they'll never use a steel rake on their lawns.

Order from your Jobber

Rugg-Ball Manufacturing Company, Limited
Ayer's Cliff, Quebec

If interested tear out this page and place with letters to be answered

How Many Can You Sell?

Genuine First Quality Fairbanks Platform Scales

500 lb. capacity

$23.35

1,000 lb. capacity

$27.30

Plus Inspection and Sales Tax

F.O.B. Factory: Sherbrooke, Que.

You will want at least one for your business and your customers will not want to miss this opportunity to procure a genuine Fairbanks Scale at these low prices.
Send in your order now. Liberal discount from above prices to dealers.

The Canadian Fairbanks-Morse Co. Limited

Canada's Departmental House for Mechanical Goods

St. John	Ottawa	Windsor
Quebec	Toronto	Winnipeg
Montreal	Hamilton	Regina
		Saskatoon
		Calgary
		Vancouver
		Victoria

Fairbanks Scales

If interested tear out this page and place with letters to be answered

Black Diamond Files *for fine temper*

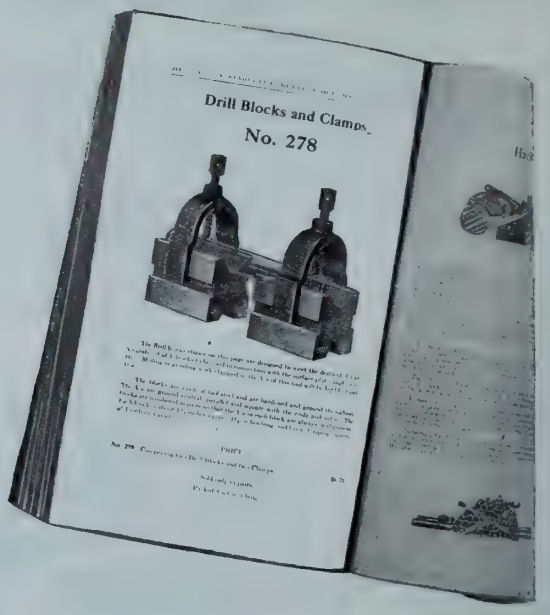
Black Diamond Files are made from first quality steel scientifically tempered to retain their keenness of cut. Men who must have dependable tools prize them for their efficiency.

TRADE MARK

G. & H. BARNETT Co.
1078 FRANKFORD AVENUE
PHILADELPHIA, PA., U.S.A.

Owned and Operated by
NICHOLSON FILE COMPANY
PROVIDENCE RHODE ISLAND

New Tools You Should Know



DRILL BLOCKS AND CLAMPS No. 278

A recent addition to Starrett sets of drill blocks. These blocks No. 278 are especially made to meet the demand for work requiring V blocks of the highest accuracy. Made of tool steel, with the V's ground central, parallel and square with the ends and sides, and hardened. Set consists of two drill blocks and two clamps. Blocks are 1 1-4 inches square by 1 5-8 inches long. Clamping capacity, 1 inch diameter. Especially recommended for accurate work in connection with drill presses, laying out work, prick punching, milling, grinding, etc. Fully described and illustrated in the new Starrett Catalog No. 22 "MA," on page 214, reproduced above. Copies of this catalog sent on request. Also write for the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY
The World's Greatest Toolmakers, Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-248

Sell Starrett Tools

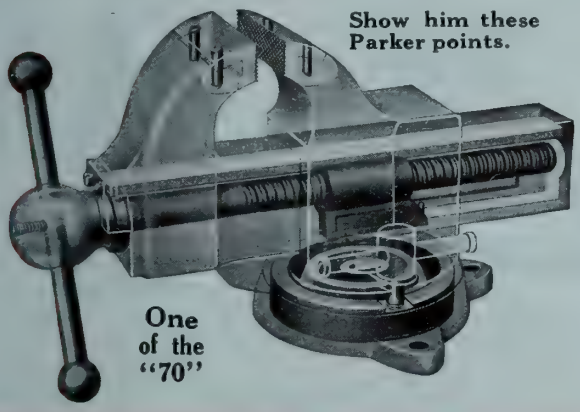
PARKER VISES

For the Man Who Says, "Oh, well, a vise is a vise!"

Too many customers, even shop foremen, have been allowed to think of much of your line as "staples." Take vises. All the customer can do is to rub his hand over it, twirl the handle a little and say "how much?" He can't see what's inside, so he thinks all vises are alike. With the help of the picture you can see through the Parker Superior Vise, and sell your doubting Thomas on quality.

they Grip Like a Grizzly

Show him these Parker points.



One of the "70"

Semi-Steel Castings, Patented Swivel Base, Solid Steel Strengthening Bar, Renewable Milled and Fitted Tool Steel Jaws, Improved Saddle and Solid Under Portion, Set Screw and Spring in Handle, Extra Strong Screw and Nut.

THE CHARLES PARKER COMPANY

Master Vise Makers, Meriden, Conn., U.S.A.

A Spramotor in the Hand is worth Two in the Factory

You wouldn't find a hardwareman so neglectful as to be without a spade or rake in stock—there's too much demand for them.

Yet—there is a garden and farm implement every bit as much in demand, that some hardwaremen don't keep in stock—or don't offer to send away for for their customers—that's the

Spramotor

It isn't a SPRAMOTOR unless we made it

Every grower of fruit and vegetables has a need each year for the Spramotor. The Spramotor way is the only effective way to spray—the farmer has had that told him by his farm papers for years, and he has the word of his fellow farmer to back it.

Every farmer and gardener sprays—more and more each year are spraying the right way—the Spramotor way—and it is up to you, Mr. Hardwareman, to see that you get in on the profit of the Spramotors sold in your district.

We have an attractive agency proposition for the livest men in many districts.

Write to-day.

Spramotor Company

28 King St., London, Ont.

If interested tear out this page and place with letters to be answered

SHIPBUILDERS' **DREW'S TOOLS** MECHANICS'

Acknowledged the Best. Ask the User

Fig. 93

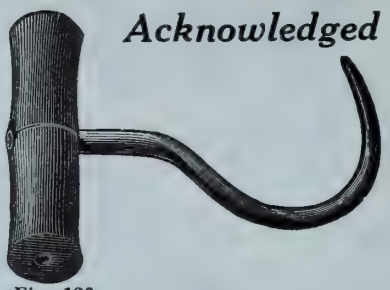


Fig. 120

Treenail Augers
Boom Augers
Set Augers
Calking Irons
Calking Mallets
Marlin Spikes
Trawl Splicers
Coppering Hammers
Ship Scrapers
Tree Scrapers
Box Scrapers
Tire Irons
Stone Points
Star Drills

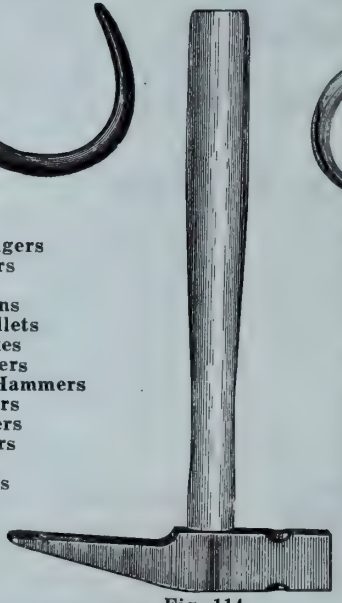


Fig. 114

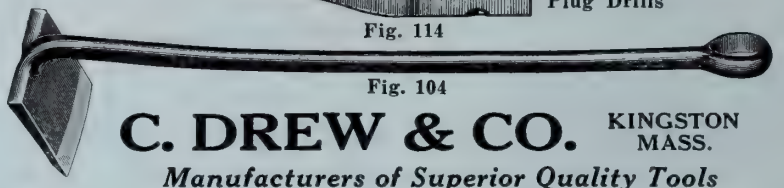


Fig. 104

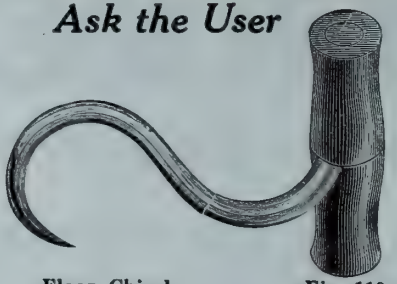


Fig. 119

Floor Chisels
Electricians' Chisels
Coopers' Drives
Coopers' Hammers
Brick Hammers, Light
Brick Hammers, Heavy
Brick Trimmers
Brick Jointers
Brick Chisels
Stone Drills
Hay Hooks
Box Hooks
Box Chisels
Crate Openers
Cold Chisels
Plug Drills

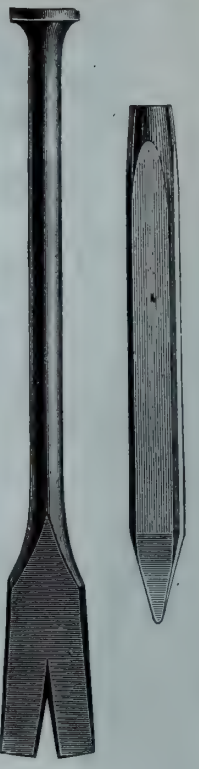


Fig. 96

Established 1837

C. DREW & CO. KINGSTON MASS.

Manufacturers of Superior Quality Tools

ALL TOOLS ARE HAMMERED FORGINGS - - NO DROP FORGINGS

Send for Catalogue

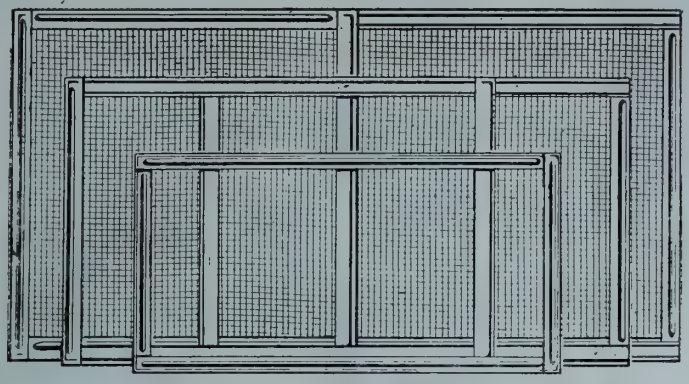
WRITE FOR QUOTATIONS TO

LYONS & MARKS, 38 Yonge St., Toronto

OR

John W. Gottschalk, cor. Lehigh Ave. and Mascher St., Philadelphia, Pa.

If interested tear out this page and place with letters to be answered



DOUBLE LIFE FLY SCREENS

All Metal Extension - 12 Sizes - Patent Applied For

The Screen of Merit, Durability and Neat Appearance.

Contrast the Burrowes All Metal Green Enamelled Fly Screen which admits 20 per cent more light, with the old style large rimmed screens that warp, get weather worn, bind, and twist out of shape.

The screen cloth is locked in Double Life frames under heavy pressure then electrically welded together, making the two one. The proper way.

Nails, Tacks, Soldr or Rivets are not used in D. L. Screens.

All Metal Double Life Screens are made to resist weather conditions, first they are dipped in a rubber coat of enamel and baked hard. This makes a splendid base for the finishing coat of a nice shutter green enamel. Nature's color which gives the nicest effect imaginable as both cloth and frame are green.

D. L. Screens do not telescope but are the same height all along. An offset in one half runs in a U groove in the other. They close to half.

The possibility of blood poisoning is eliminated as all wire ends are not only locked but welded, and cemented by the enamel.

For genuine service, neatness and value, D. L. Screens merit the name. They are in keeping with the present pace of progress and advancement.

Manfd. by The BURROWES Mfg. Co. Toronto

A GREAT SELLER

The Best Low Priced Ash Sifter On The Market.

Easy rocker motion. Perfect balance. All weight carried by the pressed steel rockers.

Eliminates dusty, back-breaking shaking or lifting.

The ashes spread freely in the large sifting tray.

The rocking or gravitating motion sifts quickly.

Practically dustproof, as all parts are made to fit tight. With double rims.

Its simplicity appeals to all as the common-sense ash sifter.

In three parts—lid, sifting tray and ash or garbage can, reinforced to stand the rough usage of the garbage man. Size 12 x 18 x 24 in. high. Packed two together,. Patented 1912, 1919 and 1920.

STRATFORD

Wood Products

You can sell Stratford Wood Products.

We make a varied and very interesting line of Wood Products that meet the demand in this line.

They are all well-made articles constructed from good designs and perfect materials—the prices are right. Following are some of the most popular salesmakers: Step Ladder Stools, Extension Safety Gates, Folding Chairs and Tables, Ironing and Bake Boards, Summer Furniture, Extension and Step Ladders.

The STRATFORD

Manufacturing Company

Limited

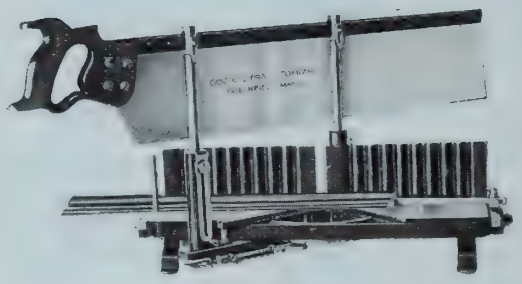
STRATFORD ONTARIO

Get Catalog "D"

If interested tear out this page and place with letters to be answered

GOODELL-PRATT

1500 GOOD TOOLS



ALL-STEEL MITRE BOXES

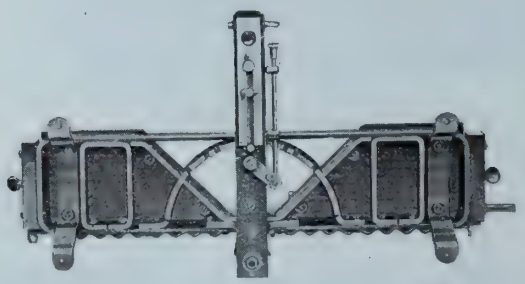
Goodell-Pratt all-steel Mitre Boxes are selling freely because they are made to give real service, and good mechanics know that they can rely upon them for a lifetime of accurate use.

BUILT LIKE A BRIDGE

The base of each Mitre Box is made of heavy steel, strongly reenforced and welded at every joint. Each box has all special features generally found on a high grade Mitre Box.

Made Accurately

And Will Stay Accurate



Goodell-Pratt Company
Toolsmiths
Greenfield, Massachusetts, U. S. A.

GTD Pipe Wrench "Forged for Service"

REG. U.S. PAT. OFF. GTD

The Sign of Accuracy

GTD
3-Wheel Pipe Cutter
Can be used as a one wheel cutter.

Pipe Vise

Yes—You Can Buy Your Pipe Tools From G.T.D.

GTD manufactures a **complete** line, and this includes pipe tools as well as screw plates, taps and dies.

The GTD pipe wrench has proved over 47% stronger than United States Government requirements. It has special reinforcement where the greatest strain comes in use, and is second to none for material and finish.

The pipe tool line also includes a combination one and three wheel cutter, and pipe vises in various capacities.

For pipe threading we manufacture assortments of "Little Giant" pipe stocks and dies, and the "Trio," which is a "three sizes in one" die stock. The famous "Little Giant" dies are sold everywhere. They are the best known hand dies in the world.

GTD pipe tools sell easily because the GTD trademark is on them.

Our No. 46A catalog is ready. Write for it.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

GTD Screw Plates, Taps, Dies, Drills, Reamers, Milling Cutters, Pipe Tools.

U. S. Factory
Greenfield Tap and Die Corporation
Greenfield, Mass.

No. 1062 Velocipede

TORONTO Tendron CANADA

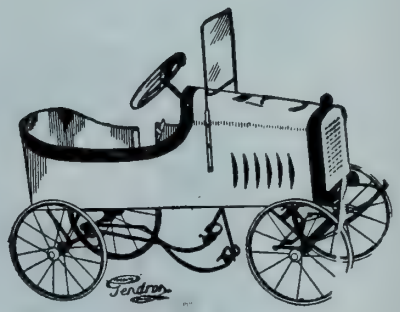
makers of
Children's
Vehicles

No. 70 Wagon

AUTOMOBILES
DOLL CABS
DISC WHEEL COASTERS
SULKIES
SLEIGHS
BARROWS

No. 87 Coaster

OUR LINE is the COMPLETE Line



No. 35 Automobile

Dealers-

Here's profits for YOU!

The fly season is coming. Fly oils will be in big demand. And—there's money for you in fly oils if you are ready to supply the live stock owner with a dependable preparation.

Animal-Ease is a wonder worker that always brings the customer back.

Animal-Ease increases milk production 20 per cent. It is a reliable antiseptic and disinfectant that every owner of stock should always have on hand. It heals cuts, sprains, bruises and all animal wounds. It is easily applied with a sprayer. It is sold at

$1.50 the gallon

Animal-Ease

Disinfectant & Germicide

Comfort for Cattle and Horses
Drives away flies and all insect pests

Write us direct for prices and full particulars.

Animal-Ease is a harmless, reliable liquid preparation which protects all domestic animals from flies, gnats, mosquitos and all other insect pests.

A frequent spraying gives all domestic animals, comfort, peace of mind and allows them to develop into larger, healthier and finer animals.

Animal-Ease is a quick, ready seller.

MORRIS, McCALLUM & CO., 47-49 George Street, Ottawa, Canada

TRADE **FRAIM** MARK

The Test of a Padlock

Do the Padlocks you sell always stand the test—do they give the security demanded by your customers? Where exceptional security is required, Fraim Padlocks and Night Latches meet the demands of the most exacting, at prices that are reasonable.

No. 155, Full Size

The lock above is one of the long line manufactured by Fraim. It is made of solid cast bronze and its four secure levers permit of seventy-two regular key changes. Each lock is supplied with two coined German silver keys with gold-plated bows.

Regularly made in finishes as follows:
No. 155—Bronze Case and Shackle
No. 155N—All Bronze, Nickel Plated

Fraim Locks Are Locks of Security

Write for our No. 28 Catalog, showing complete line of Fraim Padlocks and Night Latches. Sent free upon request. Order through your jobber or direct from us, with your jobber's name.

THE E. T. FRAIM LOCK COMPANY
LANCASTER, PENNA., U.S.A.

CANADIAN REPRESENTATIVES:
GORDON L. COHOON, 11 St. Sacrament St., Montreal.
A. E. HANNA, 218 Portage Ave., Winnipeg.

We are constantly stimulating the demand for our famous five brands of files by educating the consumer in our advertising to replace partially worn files by new ones as a measure of efficiency.

Because of their reputation, you do not require to *sell* these files.

Your stock turns over without effort.

Your jobber can always supply you with any of these brands:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

If interested tear out this page and place with letters to be answered

Hardware Insurance for Hardwaremen

It is a fact worthy of your closest attention that while other fire insurance companies have been suffering a reduction in premium income, our organization in 1921 increased its premiums by $400,000.00. Our surplus also increased by $155,000.00. Net cash surplus now $2,000,000.00. Our dividends remained as heretofore—50% to Hardwaremen.

Safety
Saving
Service

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Manager

802 Confederation Life Building, Winnipeg

PROVINCIAL MANAGERS:

Alberta	Manitoba	Ontario	Quebec	Saskatchewan
C. W. ATHEY, 504 McLean Bl., Calgary	I. E. FAIRCHILD, 802 Conf. Life Bl., Winnipeg	F. A. MARTIN, P.O. Box 137, Colborne	ALFRED BRUNELLE, Room 12, 97 St. James St., Montreal	A. E. ATHEY, 2329 Montreal St., Regina

If interested tear out this page and place with letters to be answered.

The "Why" of the Safety Razor

YOUR customer comes to you sold on the safety razor principle—good, clean shaving without the bother of stropping or honing —wanting this operation done for him—willing to charge his blades to "Convenience."

The sale that builds business is the article that gives a man exactly what he goes after.

With the Brownie Gillette to take care of one class of your trade, and the New Improved Gillette for the man who wants only the best, you can give all your customers what they want—the simplest and best means of shaving.

Neither razor has parts that can wear out or get out of order. Both razors use the same fine Gillette blades you have always known.

The Brownie gave the best shave that was known until the New Improved Gillette was invented. The New Improved Gillette gives the closest, cleanest and most comfortable shave known to modern science.

The New Improved Gillette

Safety Razor

Patented Canada Aug. 31, 1920

If interested tear out this page and place with letters to be answered.

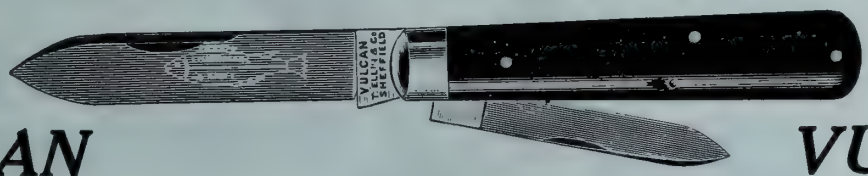
Thomas Ellin & Co.

LIMITED

SYLVESTER WORKS, SHEFFIELD

Telegrams: "SYLVESTER, SHEFFIELD" Codes: A.B.C. 5th ED., WESTERN UNION, BENTLEY'S

Established 1784



VULCAN *VULCAN*

CUTLERY

FOR

TABLE and POCKET KNIVES
BUTCHER KNIVES
RAZORS

AND

The famous "VULCAN" Table Cutlery

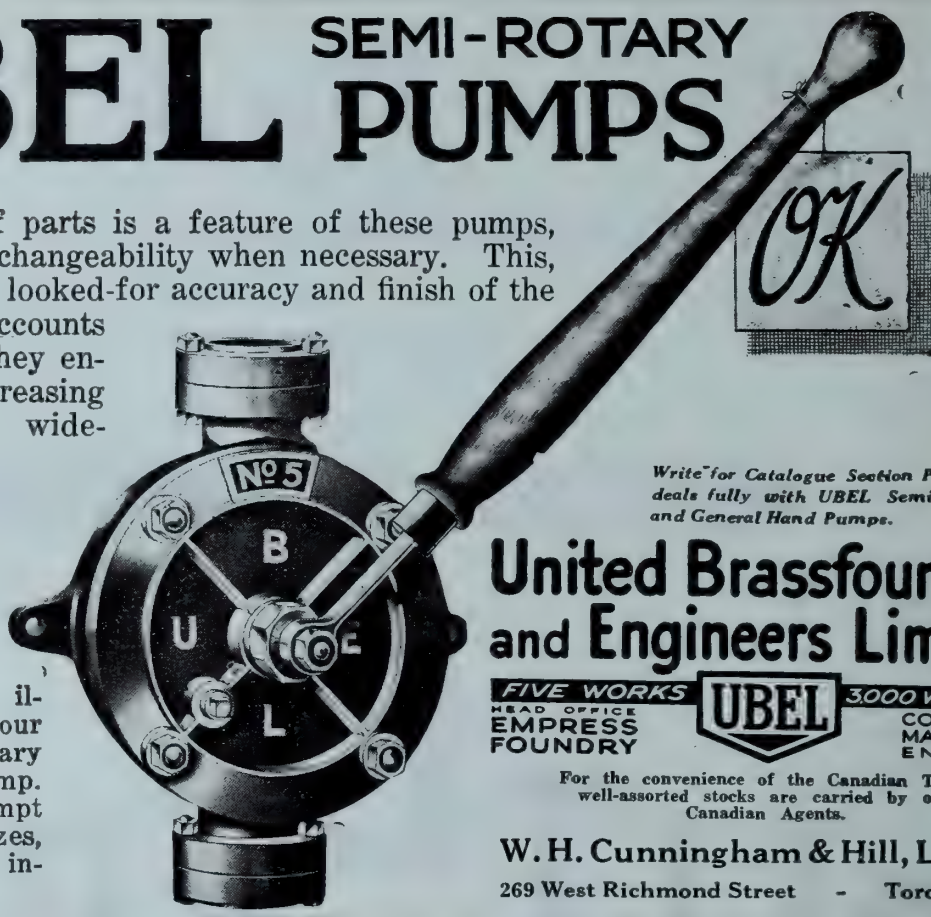
STAINPROOF and RUSTLESS *Made from Firth's Steel*

Get in touch with our Representative for Canada:

MR. G. L. COHOON, 11 St. Sacrament St., Montreal

UBEL SEMI-ROTARY PUMPS

Standardization of parts is a feature of these pumps, guaranteeing interchangeability when necessary. This, combined with the looked-for accuracy and finish of the UBEL product, accounts for the fact that they enjoy an ever-increasing popularity and widespread demand.



Write for Catalogue Section P, which deals fully with UBEL Semi-Rotary and General Hand Pumps.

United Brassfounders and Engineers Limited

FIVE WORKS — HEAD OFFICE EMPRESS FOUNDRY — UBEL — 3000 WORKERS — CORNBROOK MANCHESTER ENGLAND

For the convenience of the Canadian Trade well-assorted stocks are carried by our Canadian Agents.

W. H. Cunningham & Hill, Limited

269 West Richmond Street - Toronto, Ont.

The accompanying illustration shows our Fig. P 1 Semi-Rotary Double-Acting Pump. We can give prompt shipment of all sizes, from ½ in. to 3 in. inclusive.

VONO VONO VONO

TRADE VONO MARK

(PATENT)

Knife Cleaner

Specially Suitable for Colonial Trade.

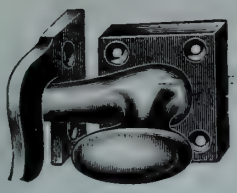
Low prices.
Good profits.
Quick seller.
Delivery from stock.

Sales assisted with high-class literature free.

Order a sample case to-day.

THE VONO Co
DUDLEY PORT, STAFFS.
& 6 & 7, HOLYWELL ROW, WORSHIP ST., LONDON E.C.

VONO VONO VONO

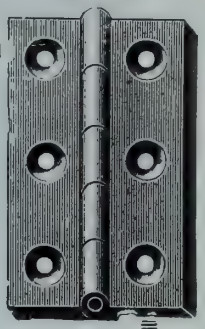


B1344 Casement Fastener

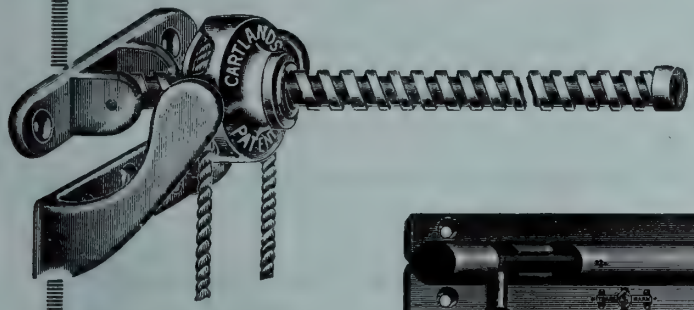
BRASSFOUNDRY SPECIALITIES

We have a Range of Patterns covering all Canadian requirements.

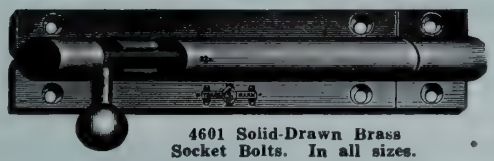
LARGE STOCKS. KEEN PRICES.



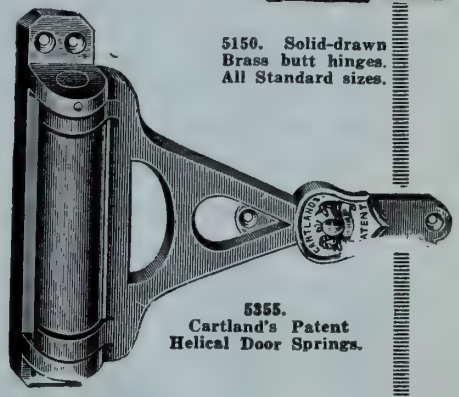
5150. Solid-drawn Brass butt hinges. All Standard sizes.



Preston's Fanlight Opener. B182. Suits any window.



4601 Solid-Drawn Brass Socket Bolts. In all sizes.



5355. Cartland's Patent Helical Door Springs.

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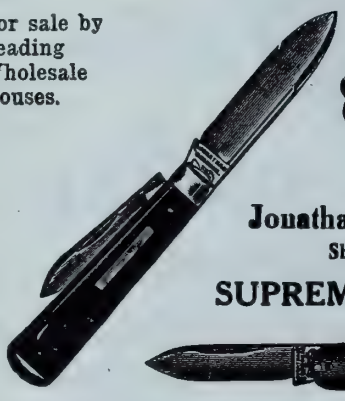

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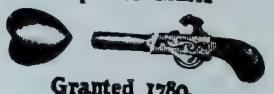

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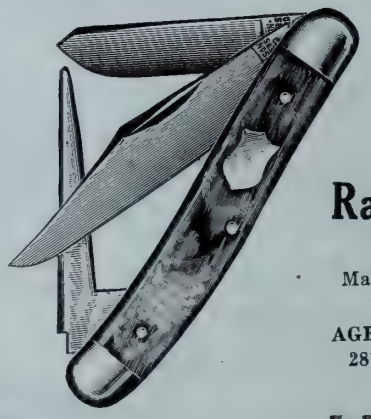

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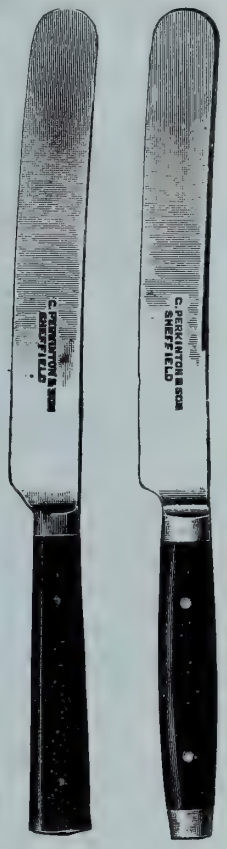

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A Keen Argument

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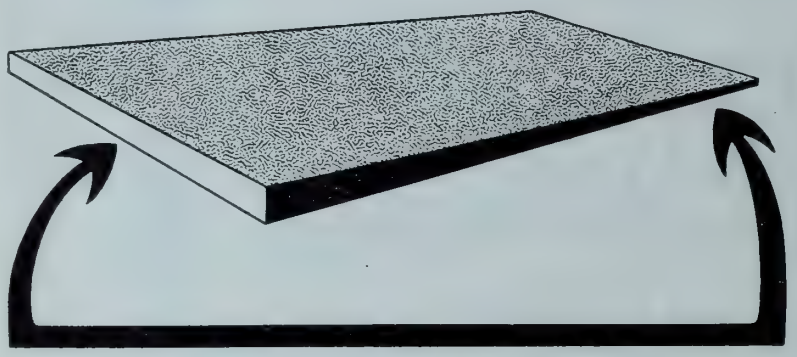

Winthrop Tapered Shingles are the *only* tapered asphalt shingles manufactured. They have three outstanding features that make them a perfect roofing:

1—**They are the big butt shingles — the only asphalt shingle that gives a shadow line, which so improves the appearance of a roof—something architects have long wanted in Asphalt Shingles.**

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3—**Being tapered extra thickness and weight are distributed where extra thickness and weight are needed—in the part exposed to the weather.**

We have obtained a special license to manufacture these shingles under the brand

Brantford

Winthrop Tapered Asphalt Slates

Quality of materials and production methods are of the usual high Brantford Roofing standard.

Brantford Winthrop Tapered Asphalt Slates are made from carefully selected Felt saturated and coated with a special blend of asphalts. Real quarried, crushed slate, in its natural colors (red or green or blue black) is embedded into and encrusted on them while the asphalt is hot. They are unaffected by climate. The colors are permanent, and never need staining. They are highly fire-resistant **and they are tapered.**

Distributed under Brantford **Roofing** trade marks, through Brantford **Roofing** Dealers. Stock carried, information furnished, service rendered by our dealer in your district.

Write for our valuable history of roofing "Shelter." On every page is a photograph of a different kind of a roof, in a different part of the world. It will be mailed free to responsible parties.

Brantford Roofing Co., Limited

Head Office and Factory,
Brantford, Canada.

Branches at Toronto, Montreal, Winnipeg, Halifax.

126

If interested tear out this page and place with letters to be answered.

CAMERON

Fixtures That Cut Costs and Increase Your Sales

View showing interior of Mills Hardware Co.'s Store. Fixtures shown were installed by Cameron & Co., Toronto.

Cameron Fixtures are so well designed that clerks can find and handle things quicker. This increases sales and makes clerks more productive. This results in definite decrease in costs and increase in sales.

Cameron & Company fixtures consist of shelving, display counters, tool and screw cases, wall display cases, arranged, designed and finished to suit the particular taste and requirements of the purchaser.

The Cameron fixtures are designed to enable the clerks to serve customers in a minimum space of time, thus satisfying the purchaser, increasing sales and reducing the cost of service.

Write for New Catalogue and ask for Prices

Cameron & Company

Toronto

Lock Oil Faucets

—¾" and 1"

Note the construction—clean thread, large hex., well-rounded body, loops heavy to stand abuse, strong nut and washer, extra well ground plugs tight and easy turning.

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A fully guaranteed Bibb.

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Telephone: A 9135

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2,000,000 these advertisements

thoughts we are driving home

1 How to use O-Cedar Polish to obtain the true "O-Cedar Result."

2 The "O-Cedar Result" when O-Cedar is used on furniture.

3 The superior features of the O-Cedar Polish Mop.

People will read every week.

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These women will read of the excellent results to be obtained by the use of O-Cedar Polish and the O-Cedar Polish Mop.

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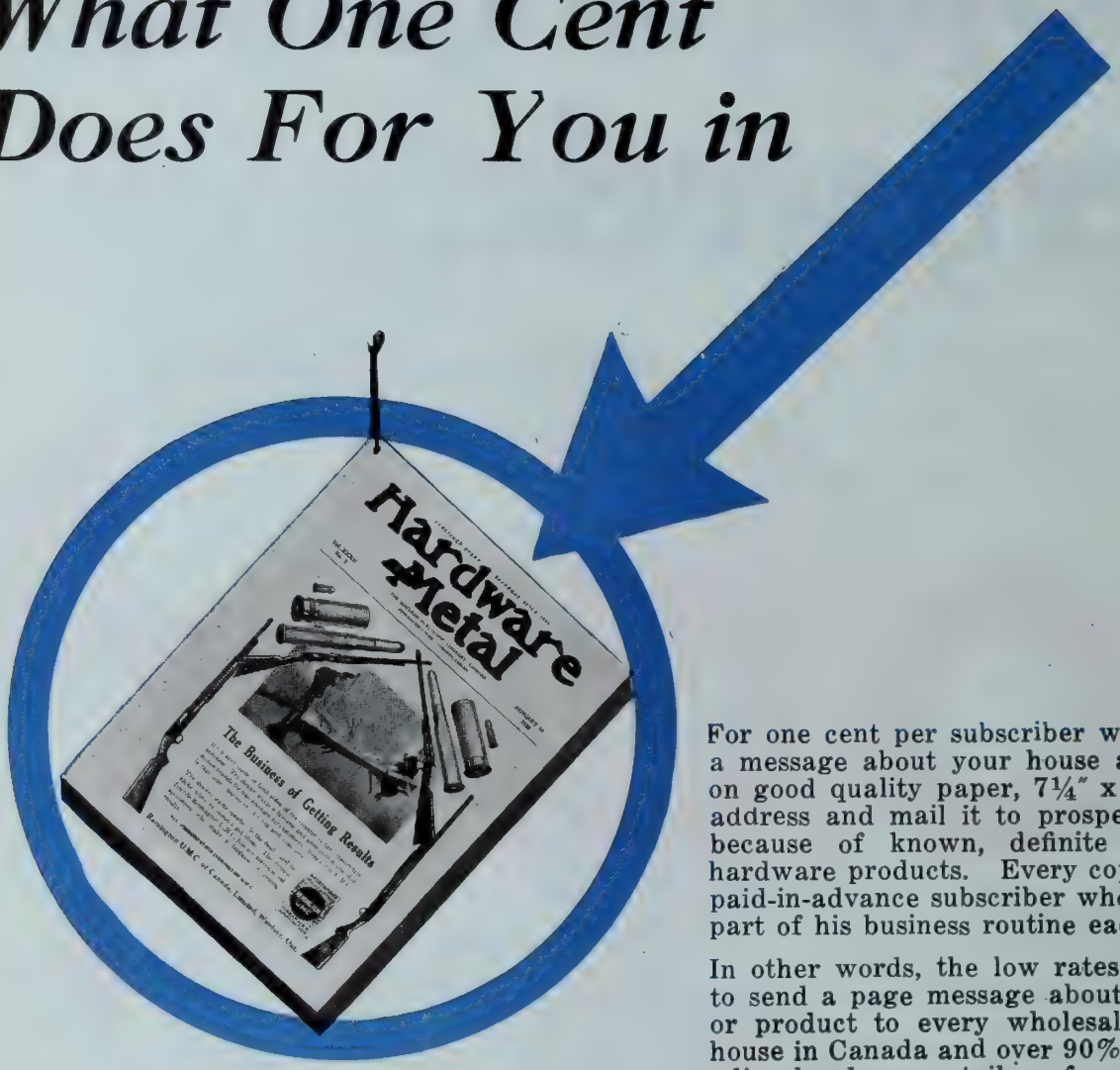
If not—prepare for the business that is coming your way. Place your order with your jobber to-day.

Retail Prices: O-Cedar Polish in Bottles, 30c and 60c. In Tins, $1.50, $2.50, $3.50.
O-Cedar Polish Mop, large size, triangular shape, $2.00.—O-Cedar Dusting Mop, large size, triangular shape, $2.00.
O-Cedar Polish Mop, small size, triangular shape, $1.25.

CHANNELL LIMITED, TORONTO

What One Cent Does For You in



For one cent per subscriber we will print a message about your house and product on good quality paper, 7¼″ x 10″ in size, address and mail it to prospects selected because of known, definite interest in hardware products. Every copy goes to a paid-in-advance subscriber who reads it as part of his business routine each week.

In other words, the low rates enable you to send a page message about your house or product to every wholesale hardware house in Canada and over 90% of the Canadian hardware retailers, from Atlantic to Pacific, at a weekly cost of about one cent each.

In view of present low stocks, the retailers' "pick-and-choose" style of buying, the keen competition predicted for 1922, and these low advertising rates, it will pay you to get in touch with us.

HARDWARE & METAL

Office of Publication

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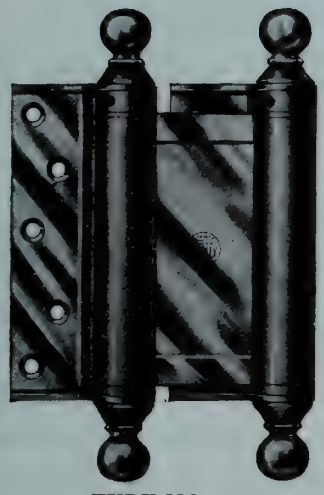
SPRING HINGES



TYPE NO. 2001

TRIPLEX
(THREE LEAF)
SPRING HINGE

TYPE and QUALITY

WHEN you desire this type of Spring Hinge, specify the name "TRIPLEX" (three leaf) and you are assured of both this Type and Quality.

The centre leaf and spring barrels are formed from one piece of metal. This unique formation gives a maximum of strength and rigidity.

Chicago Spring Butt Company.

CHICAGO NEW YORK
U. S. A.

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BUILDERS' HARDWARE
Latest Designs in Lock Sets
"Kennedy Brand" Roofing, Nos. 1, 2, 3
No. 49 " " Nos. 1, 2, 3

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"KENNEDY BRAND" HAND SAWS
YANKEE TOOLS

Draper-Maynard "Lucky Dog Brand"
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Dunn's Victory Full Polished Axes
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Big Ben, Baby Ben, Iron Clad, America,
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Our Service is the Best ***Mail Orders Solicited***

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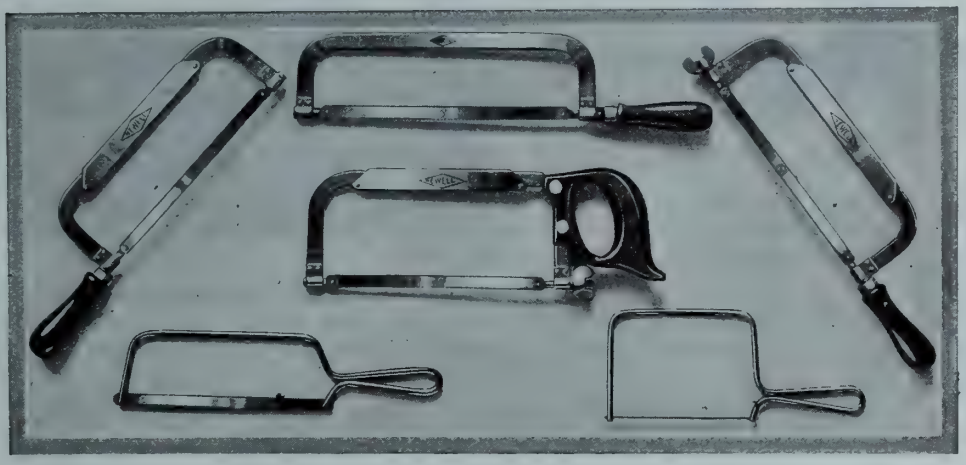
QUALITY SERVICE

Made in Canada



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166 Bay Street
TORONTO

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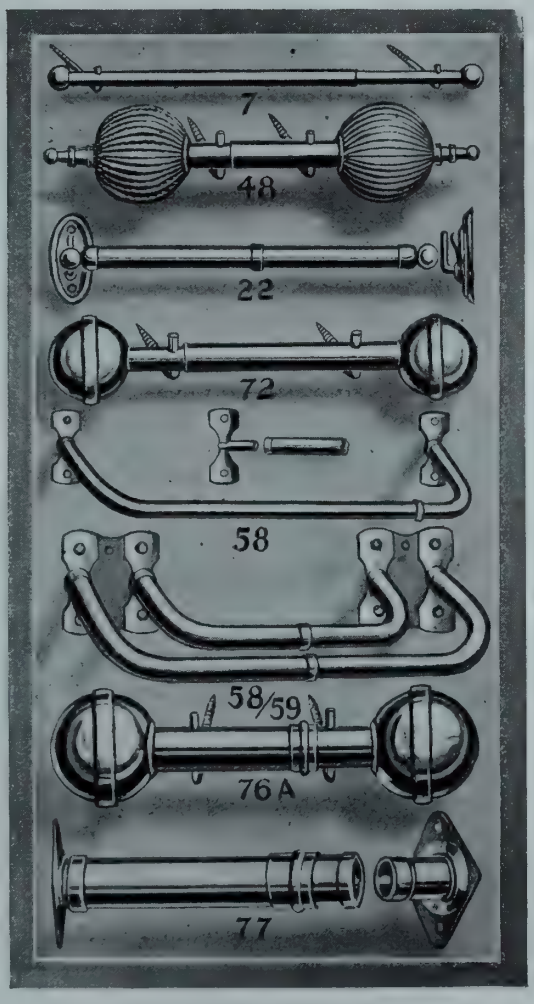
VANCOUVER

We also manufacture Extension Curtain Rods, Bathroom Fixtures, Stair Rods, Stair Plates, Brass Stair Nosing, etc., etc.

(Extension Curtain Rod Assortment No. 2)

6 dozen No. 7
3 dozen No. 48
3 dozen No. 22
2 dozen No. 72
3 dozen No. 58
3 dozen No. 59
1 dozen No. 76a
1 dozen No. 77

24 doz. assorted Hooks and Brackets complete with sample board containing one each of the rods, mounted.



Cost $35.00
Complete with sample board.

Selling Value
$56.40

Profit to Retailer
$21.40

Mail your order while this special offer is available.

NEWELL MANUFACTURING CO., LTD.
PRESCOTT - ONTARIO

ESTABLISHED 1900

QUALITY GUARANTEED

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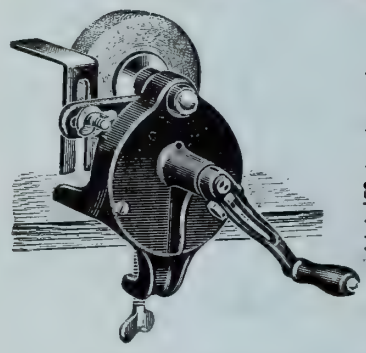


LUTHER STANDARD LINE OF TOOL GRINDERS

A well built, low priced line of hand power grinders, suitable for general all round use in the home work shop, the small shop and garages.

Among the excellent features of the Standard line are helical cut gears and pinions, heavy one piece case and overhanging flanges. Regular equipment includes medium tool wheel and adjustable work rest.

List Prices

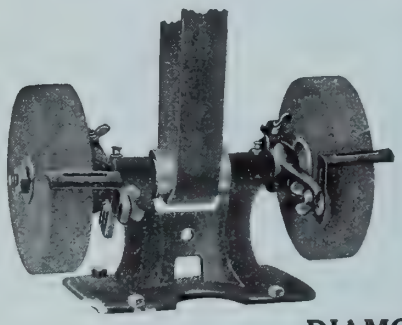
No. 24	4x1x1 wheel	$2.50	No. 26	6x1x1 wheel	$4.00
No. 25	5x1x1 wheel	3.00	No. 27	7x1x1 wheel	5.00

LUTHER SICKLE GRINDERS NOS. 84 and 85

These models are designed particularly for the farmer who wants a good hand operated sickle and tool grinder at a low price. They are heavily constructed and ribbed to eliminate breakage. BALL BEARINGS eliminate friction and provision is made to take up end play in the grinding wheel shaft. Helical cut gears and heavily constructed sickle holder are excellent features of these two machines.

List Prices

No. 84	$5.00	No. 85	$6.00



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This is one of the most popular grinders in the Luther line —a fast working grinder of the same good quality that has established a world wide reputation for Luther tool sharpeners. Equipped with two Dimo-Grit 6 x 1 x 1 wheels, one coarse and one medium.

Retails for only.....$6.00

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Send for catalogue of
Luggage Carriers,
Valve Grinding Compound,
Booster Plates,
Name Plates,
Ash Receivers,
Ford Pumps,
etc., etc.

DIAMOND DUAL CIRCULATING PUMP FOR FORD CARS. NO. 575

The better performance of the DIAMOND DUAL is the result of scientific construction. Specially constructed stuffing box prevents leakage, provides increased oiling facilities. Screw propeller forces circulation. Lower chamber serves as sediment holder easily cleaned by removing the plug below. Drive belt is of good oak leather, treated.

The DIAMOND DUAL assures the right temperature and a saving of oil and fuel. It is easily installed, no drilling or mechanical change being necessary.

PUMPS 5 GALS. PER MINUTE

Price $5.00

LUTHER GRINDER MANUFACTURING CO.

World's Oldest and Largest Makers of Tool Sharpeners

Dept. C. **MILWAUKEE, WIS.**

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THE PROGRESSIVE HARDWARE DEALER who is after an all year round trade in heavy weight garbage and ash cans for hotels, restaurants and apartment houses should carry

REED'S "SUPER-SERVICE" LINE

Every "Super-Service" Can is built to stand rough, hard usage and to deliver continuous, satisfactory service year in and year out.

You'll find it a worth-while proposition to stock **"Super-Service"** Garbage and Ash Cans. **"Super-Service"** means satisfaction for your customers and dollars for you.

Made in Canada for Canadians by Canadians

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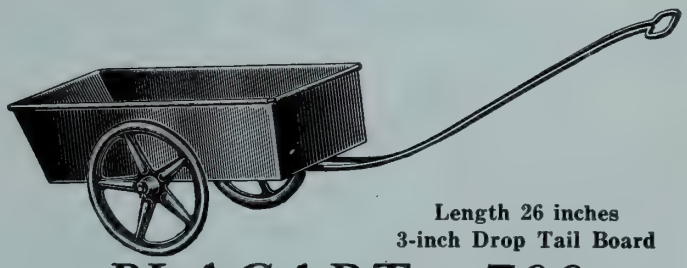
Patents Pending

2 of Our Platoys

PLAPHONE—600

Trade Mark Registered
The Bell Toy Original
See our 1922 Model
Handsome enameled colors, as well as Rubberoid



Length 26 inches
3-inch Drop Tail Board

PLACART—700

Heavy steel Wheels with solid turned steel hubs. Axle of large diameter. Unbreakable steel handle. Not the cheapest but best small cart on the market. Finished in bright, attractive colors.

Mr. Hardware Dealer!

Try this "Live Wire."

—and Remember

Plaline MEANS MADE Fine

THE GONG BELL MFG. CO.

East Hampton, Conn.

Bell and Toy Makers for Over Fifty Years

We'll be pleased to send Catalog 203 Tells all about our other Bell Toys and Bells

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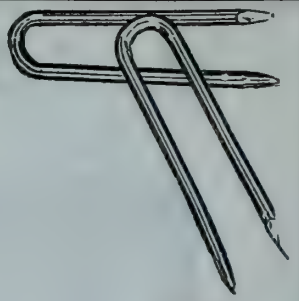

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Wire, Barbed Wire, Staples, Tinned Wire
Bale Ties, Wire Spikes, Poultry Netting
Fencing, Pin Wire, Wire Nails, etc.

Write To-day for Information and Prices.

Imperial Steel & Wire Company, Limited

Collingwood, Canada

Distributors for Ontario : Whites Limited, Collingwood, Ont.

C.C.M. Bicycle Prices Reduced

There will be no buyers' strike among bicycle riders this year—no waiting for prices to come down.

C. C. M. Bicycles have been sharply reduced. At the bed-rock prices fixed for this season, the C. C. M. Standard Adult Models are

$15 Below Peak Prices

$10 Less Than Last Summer

Bicycle riders who held off buying last year expecting prices to come down will be in the market this year, which, added to the usual number of prospects that occur each season, should help to make brisk business for the energetic dealer.

Write to-day for trade prices, and full particulars.

C·C·M·Bicycles

Massey, Perfect, Red Bird, Columbia, Cleveland, Gendron, Ivanhoe

"The Bicycle with the C.C.M. Triplex Hanger"

Canada Cycle & Motor Company, Limited

Montreal Toronto WESTON, ONT. Winnipeg Vancouver

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Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIV MARCH 11, 1922 No. 10

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Cable Address, Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. L. Southall, Managing Editor.
B. C. Culley, Associate Editor.
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POLISHED CANADAS—the best known brand on the market.

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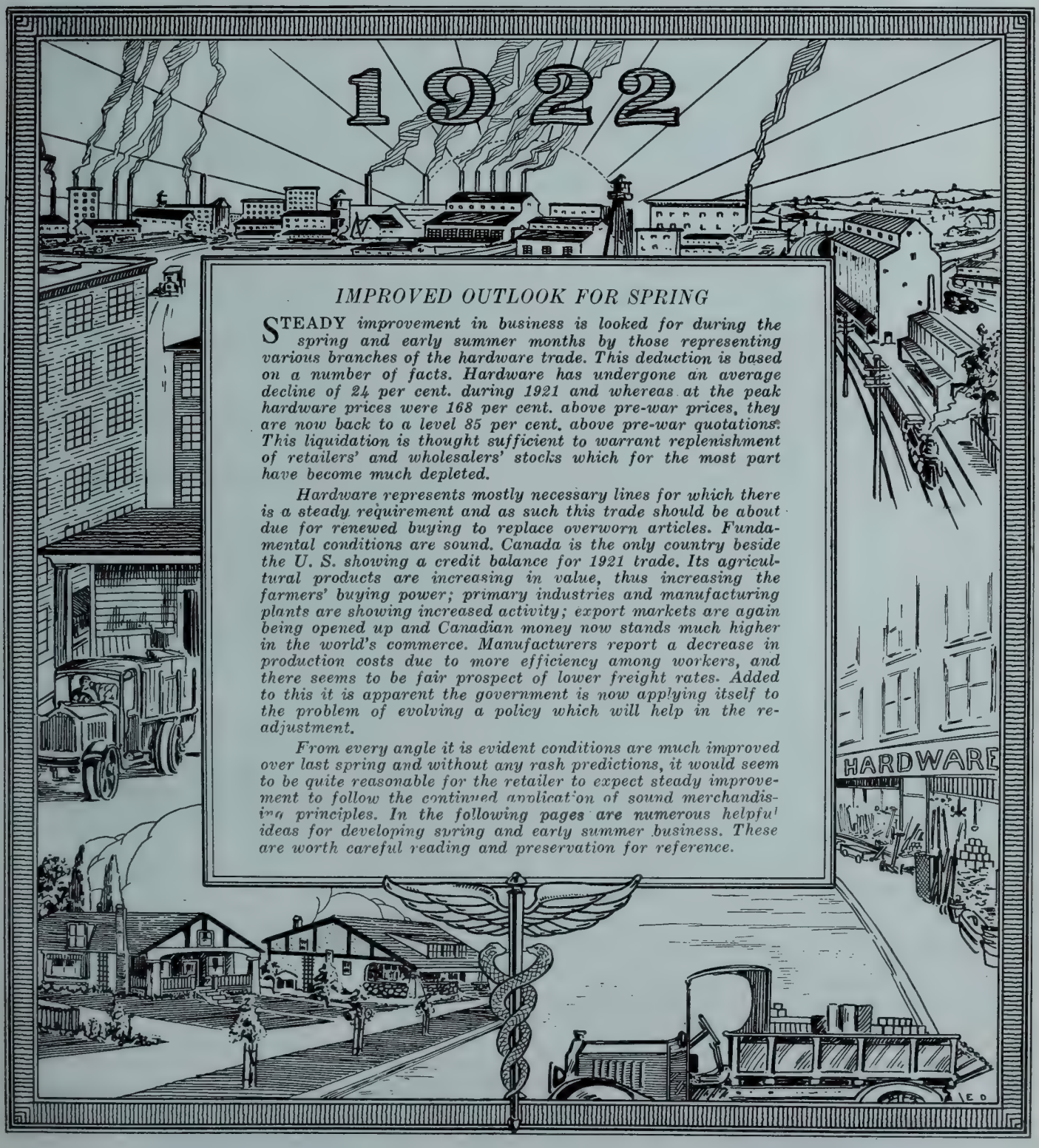
Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIV | March 18, 1922 | No. 11

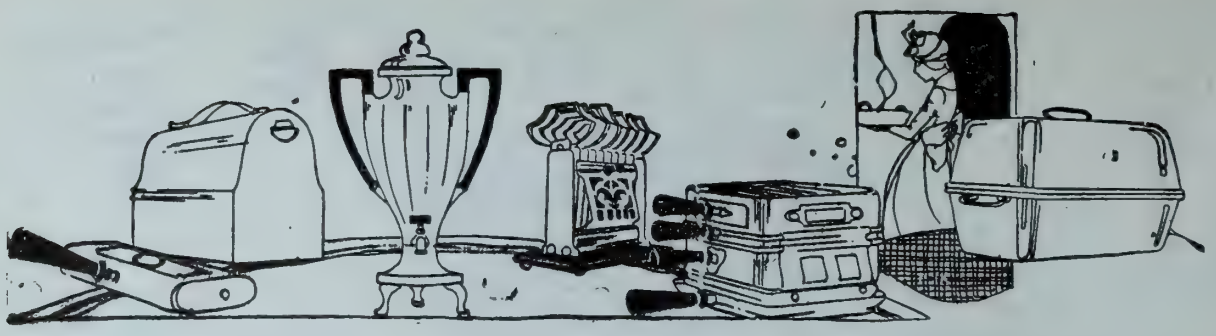


IMPROVED OUTLOOK FOR SPRING

STEADY *improvement in business is looked for during the spring and early summer months by those representing various branches of the hardware trade. This deduction is based on a number of facts. Hardware has undergone an average decline of 24 per cent. during 1921 and whereas at the peak hardware prices were 168 per cent. above pre-war prices, they are now back to a level 85 per cent. above pre-war quotations. This liquidation is thought sufficient to warrant replenishment of retailers' and wholesalers' stocks which for the most part have become much depleted.*

Hardware represents mostly necessary lines for which there is a steady requirement and as such this trade should be about due for renewed buying to replace overworn articles. Fundamental conditions are sound. Canada is the only country beside the U. S. showing a credit balance for 1921 trade. Its agricultural products are increasing in value, thus increasing the farmers' buying power; primary industries and manufacturing plants are showing increased activity; export markets are again being opened up and Canadian money now stands much higher in the world's commerce. Manufacturers report a decrease in production costs due to more efficiency among workers, and there seems to be fair prospect of lower freight rates. Added to this it is apparent the government is now applying itself to the problem of evolving a policy which will help in the readjustment.

From every angle it is evident conditions are much improved over last spring and without any rash predictions, it would seem to be quite reasonable for the retailer to expect steady improvement to follow the continued application of sound merchandising principles. In the following pages are numerous helpful ideas for developing spring and early summer business. These are worth careful reading and preservation for reference.



Industrial Activity Aids Hardware Movement

Reports From all Parts of Canada Indicate That Improvement in Industry is Being Reflected in Hardware Trade—Price Movements Slowing Up—Most Stocks at a Minimum and Necessary Lines Are in Demand—Encouraging Prospects for Residential Building

THE FOLLOWING brief statements which Hardware and Metal has secured from manufacturers in various branches of the industry are for the purpose of assisting retail hardware merchants to size up the situations existing in these branches for themselves and thereby help in framing an intelligent policy. In addition in many cases some helpful suggestions are made for increasing trade in certain lines and these can be applied with good result at this time of year.

Opportunities For Roofing Business

Current trade in prepared roofings and building papers in the opening months of the year did not show any great degree of briskness, but the quiet period was considered only seasonal by manufacturers. Owing to these materials being in the heavier class of hardware goods, and a considerable amount of money is necessarily involved in purchasing, dealers were reluctant to a degree in placing their orders for future deliveries. D. J. Munn, president, Alex. McArthur & Co., Montreal, however, can see no obstacle in the way for trade during the spring and summer months. There is said to be an assurance of a good building year ahead, both in the larger centres and in rural districts. This alone means a demand for roofings, apart from any repair work. For the latter, it was thought that prevailing prices would assist, as present quotations on all roofings were considerably lower than one year ago. Dealing briefly with the market at present, it was pointed out that a firmer tendency is now displayed on raw materials. Rather than have a repetition of the trend of last year, when prices were of a continued downward tendency, it would seem from present indications that the situation would be much steadier. This would place the industry generally on a much healthier basis than was evident during the whole of the past season.

Price Declines on Hardware Slowing Up

"Indications are that Spring trade will reach favourable proportions. Bookings up to the present have not been heavy, but have been all that could be expected," said Geo. C. Davis, manager of Frothingham & Workman, Ltd., wholesale hardware, Montreal. "If railroads and other large corporations could only show an improvement, we could speak with optimism." Dealers had been, and still were reluctant in their purchases, but this was evident in all branches of trade. There was a time when an advantage was given in placing orders well ahead, but at the present time there was no incentive in buying for future as deliveries in almost all commodities could be made in very short notice. As business gradually improves, however, it will again become necessary to fall back on the old methods of purchasing in advance, and it was now a question whether a shortage of active spring wares would not be apparent in the following months.

Mr. Davis spoke of the marked reductions since the opening of the year, these now bringing hardware lines, with few exceptions, down to reasonably low levels. There would still be a declining market on many commodities, but certainly not to the extent in the next twelve months as had been apparent during the past year.

Metal Construction Requirements

A revival in building operations during the coming months, the extent of which looks more promising from week to week, lends encouragement to the outlook for their products, and building materials in general, according to W. E. Ramsay, vice-president and Montreal manager, Pedlar People, Limited. Prospects for increased trade after the usual slackening in activities, experienced in the opening months of the year, must be principally based upon inquiries, and this year a decided improvement is apparent.

Hope for building operations in the industrial field must not be too high this season for the reason that plants were built to capacity during war years, and there is little likelihood of further extension from this quarter. City and town residential construction, and building on the farm, must then be looked to, and from all sections come encouraging reports of contemplated building, to commence with the opening of favorable weather in the early spring months.

Improving Trade in Household Hardware

"In view of the fact that we have made serious reduction in prices of all commodities which we manufacture, and as we are informed that the dealers throughout the country, both wholesale and retail, have allowed their stocks to be reduced to a minimum, we are anticipating a considerable stimulation in demand," said W. M. Gartshore, president McClary Mfg. Co., London, Ont.

"We can readily believe that the public generally, owing to low prices of farm products and unemployment in the city, have much less money to put into circulation. As our commodities are in every day use we are hopeful that there will be a steady increased demand as the season advances, and although we cannot expect anything in the nature of a boom in business, there should be sufficient demand to keep our works fairly well employed."

Industrial Activity Helping Saw Trade

"The sale of saws of all kinds, and saw tools is primarily dependent on the operation of the saw mills and the industries using their product (furniture manufacturers, planing mills, etc.) and the building trade industries. I have talked with many lumbermen within the past few weeks and there is decidedly more optimism lately than a few weeks ago. There is a feeling there will be a healthy home building movement as soon as weather conditions permit," said H. P. Hubbard, general manager E. C. Atkins & Co., Hamilton, Ont.

"Lumber from the manufacturer to the lumber dealer and yard has been shaken down practically to bed rock in price. The lumber manufacturer has been able to make great reductions in his operating expenses and has passed substantial decreases on to his trade, the lumber dealer.

"The probabilities of quite general building seem assured, and therefore, there is going to be a demand for our small goods line, as well as connecting lines of builders' hardware.

"The manufacturers of household furniture are more active and all these things taken together seem to assure us that we are at least on the sure road to normalcy."

Sheet Prices Half Those of 1920

Dealing with the situation in sheet metal, A. T. Enlow, president Dominion Sheet Metal Corporation, Hamilton, Ont., states:

"In a message through your columns at the beginning of this year, we stated that in our estimation the proper tendency in regard to sheets was one of "watching your step" for the first two months in 1922 and this we believe has been vindicated by actual developments.

"You may be interested to know that at the request of a jobber for purposes of inventory valuation, we recently gave him figures as to prices charged him during the latter part of 1920 and comparing this with our prices to-day, we find that the jobber is paying us exactly half what he paid then, and nothing in connection with this fact that we never charged our trade the top price, it certainly should indicate that the jobber and manufacturer to-day is in position to pass on to the trade in general and to the consumer in particular low prices on all articles made from galvanized sheets.

"We believe that Canada's position is the most enviable one among all the nations of the earth to-day and while the writer was recently in Cleveland, he visited a banking acquaintance, president of one of the largest banks there, who commented upon the following facts:

Where Canada Benefits

"United States is in the throes of a bonus discussion while Canada has paid a bonus to her soldiers and practically considers the proposition settled.

"In a long list of countries all over the world, showing the amount they owe to the U. S. as war debts, there was only one country which owed no war debt and that was Canada. Canada was the only prominent country in addition to United States showing a credit balance in regard to exports and imports for 1921.

Farm Products Increasing in Value

"He commented upon the fact that wheat is beginning to rise in price, pork and beef advancing, a stronger tendency in wool and hides and also the fact that the Canadian per capita agricultural production is three times that of the United States and predicted great prosperity for Canada in the ensuing five years.

"Hamilton's grand old man, Mr. Adam Brown, now 96 years old, in a recent address stated that the wheat produced in Canada last year, if put in sacks, would reach twice around the earth at the equator, a wonderfully forceful illustration.

"All these facts point to one conclusion: When prosperity comes back we will see it first and entertain it longest. The wise buyer gets his order in ahead of the rush, and it's well to remember that it doesn't require much of a rush to clean out stocks these days, hence all the more necessity for getting in early now that prices are favorable."

Steady Profit in Kitchen Utensils

A prominent manufacturer of household wares states:

"The big argument in favor of kitchen utensils is that they can be made to show a steady profit every month in the year if the same aggressive methods are used to sell the consumer as manufacturers use to sell the dealer. Properly handled, there is no department of a hardware store that will return such a large gross profit in the year as the household section. We are all in business with the idea of making a profit, and this question of making a profit, incidental to which of course is the question of turnover, prices, aggressive advertising, etc., should be the guiding impulse of the hardware man. There are among kitchen utensils articles that can be sold at a profit during the different months of the year and the sale of which will induce the customer coming into the store to view with interest any other lines of goods displayed."

To Be a Year of "Show Me"

Adam Taylor, secretary-treasurer, Taylor-Forbes Co., Ltd., Guelph, Ont., thinks the spring outlook is bright.

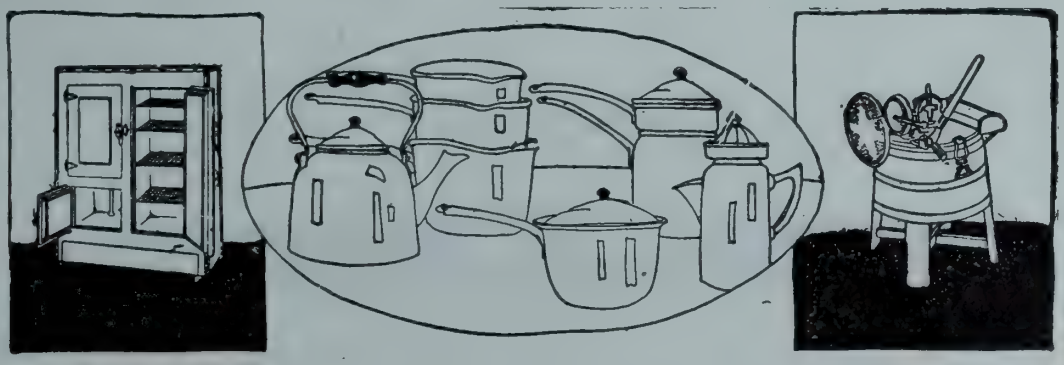
"I believe that 1922 is a year of "Show Me"—a year when every dollar spent must bring its full quota of returns," said Mr. Taylor.

"Some people are looking through smoked glasses and cannot see any silver lining. For my part I do not think they are seeing clearly. I firmly believe that spring will show a great improvement and will continue steady throughout the year. I refuse to join the pessimist's club."

Stimulating Spring Brush Sales

Concerning helpful suggestions as applied to brush trade, C. M. Farringer, sales manager the Boeckh Co., Ltd., Toronto, states:

"There are many ways in which increased business can be secured along the lines of interesting the consumer in brightening up his premises.



"One of the strongest and best methods of doing this is by making good displays of such lines as paint and brushes, both in the windows and in the paint and brush department in the store.

"This should be further strengthened by devoting a good portion of the newspaper space, which is used by the dealer, to paint up and clean up propaganda, and in this connection would say that most manufacturers are quite willing to loan electros suitable for this particular use, and especially is this so as regards brushes.

"Also with dealers who use circulars for sending around the district these could be used to good advantage to push paint up and clean up lines.

"Next to the Christmas season there is no better opportunity for the average hardware dealer to secure extra business than by pushing the paint up and clean up sale. Now is the time to prepare plans and arrange to get the campaign over right at the beginning of the season and not when some competitors have cleaned up half the prospects."

Small Brush Orders But Volume is Good

Concerning the spring outlook in the brush trade, L. W. Simms, president T. S. Simms & Co., Ltd., St. John, N. B., says:

"I have been recently comparing notes with other brush manufacturers and find our conditions are all about the same, namely, that the reticence of buyers to place orders has resulted in lower stocks of brushes throughout the country than has been the case for many years, our market being characterized by hurry calls for small quantities, frequently repeated, but in spite of this, trade has gradually shown an improvement.

"Prices of commodities entering into brushes remain pretty much on the average as they have been for several months back, without much sign of material change one way or the other. Some little while ago, I predicted that there was no likelihood of any change in prices until next summer and the time that has elapsed since then has confirmed this view.

"Our concern has been working on the theory for this spring trade, that a delayed order is very apt to be a lost order and we have, therefore, been exerting every effort to have a well assorted stock, to meet any reasonable demand. We cannot help feeling, from what we see in the way of reticence on the part of very many of the dealers, that not a few sales are likely to be missed on their part this year, through lack of having just that thing the customer wants when he comes in in a hurry for it."

Large Increase in Glass Business

L. Lloyd, manager Ontario Plate Glass, Ltd., Hamilton, Ont., states January sales of this year were doubled as compared with January of last year and February also increased by a substantial margin over February of last year.

"When you consider," states Mr. Lloyd, "that glass has dropped to about half the price prevailing a year ago, we think we have reason to be proud of these conditions. We owe this to three reasons. 1. Advertising. 2. Buying to the utmost of our capacity and thus maintaining a complete stock, and 3. a real bang-up service.

"The recent change in price on window glass, as already published in your columns, is naturally fair, to say the least."

Dealing with the recent commencement of a new process of glass manufacture in Canada, Mr. Lloyd states: "Consider what this means not only to Hamilton but to Canada in general. In buying glass from Belgium there is four thousand miles of transportation to be contended with and as this glass is cylinder blown and generally bowed it naturally follows that the breakage is high. We figure our loss to be anywhere from 20 to 35 per cent. and in some cases it has exceeded this. The Canadian glass is slightly higher in price, but when we consider the quality of the glass and the almost total absence of breakage you can readily appreciate what a benefit this means to our trade."

Spring Brush Trade Opening Well

Dealing with the conditions in the manufacture of brushes, brooms, woodenware, etc., W. G. Meakins, Meakins & Sons, Ltd., Hamilton, Ont., states:

"The spring trade has already opened up with us very nicely and we are comparatively busy.

"You may assure your readers that there will be no change in prices before the end of the season, that is before the first of September, and as far as we can see, there will be no reduction in the prices when the next revision of prices takes place in June and July of this year. There is always an evening-up of prices each summer in the brush business, as on account of the distance we have to bring our supplies, mostly from Manchuria and China, the contracts for the supplies of bristle and hair are made generally in May and June of each year for the following year's business and contracts are let for delivery of the goods during the next fall and winter for the following spring trade. As far as we can see at the present time, there will be more advances in prices than there will be declines when the next adjustment takes place. There have been very little changes in the prices of our raw materials since last June, but if anything, there has been a steady advance in the prices of bristles and the steady advance in sterling exchange brings the prices up still higher.

"There is nothing that the hardware man handles that is so staple as brushes and we are now busy with orders from people that should have ordered previously. We expect for the next three or four months to be very busy with rush orders wanted in a hurry on account of the small stocks that are being held by the hardware men."

Aluminum Materials Firming in Price

Dealing with the aluminum ware industry, W. D. Shambrook, president Duro Aluminum Ltd., Hamilton, Ont., states:

"We are pleased to advise that locally the industry catering to the hardware trade is becoming more active as business appears to be gradually picking up and speaking of our own industry, we are getting quite busy again. We showed an increase of over 50 per cent. for January and February over the corresponding months in 1921, although 1921, of course, was a very bad year. Comparing January and February 1922, our February sales showed an increase of 50 per cent. over January.

"In reference to price developments on aluminum kitchen utensils we feel that there will be no further declines at present as our raw material is stiffening in price and the mill is working day and night. An advance in aluminum ware appears to be more likely than a decline, judging from all present conditions."

Average Advertising Cost 2% of Sales

Survey of Practice Followed by Hardware Merchants in Canada Indicates Range of From 1% to 9% Spent on Various Forms of Advertising — Basing a Budget on Last Year's Turnover — Some Merchants Charge Program Publicity, Donations, etc., to Advertising

THE ENQUIRY made on this page from a Western Canadian hardware firm, opens up a broad question in which all hardware merchants are interested, particularly in view of plans being made at this time for 1922 Spring advertising. In order to give authoritative and up-to-date information on this topic, Hardware and Metal conducted a thorough survey of a number of hardware retail firms, and also secured details of investigations which have been conducted by various agencies.

As result of an investigation conducted by the Harvard School of Business Administration, figures were secured from over 1,000 stores and represent the average cost, being percentages of net sales including all types of advertising, letters, catalogs, newspaper space, etc., as follows:—

	Per cent.
Groceries	.83
Hardware	1.12
Vehicles and implements	1.22
Variety goods	1.52
Shoes	1.65
Dry goods,	1.67
Drugs	1.76
Furniture	2.72
Jewelry	2.85
Clothing	3.16
Department stores	4.01
Mail order houses	7.21

Reports to Hardware and Metal from a number of prominent retailers on methods employed to conduct advertising are as follows:

Base on Last Year's Sales

A large Hamilton firm states "We make an appropriation based on last year's sales, then we divide it into each month and distribute it according to the sales of each month as we go along. If the volume of business is not maintained we continue as usual because under such conditions the business needs more advertising. We charge to advertising all show window expense, showcard expense, all advertising and all salaries connected therewith. Donations are charged to advertising on our government statement but not included in our advertising budget. We think the average hardware store does not do enough advertising. The sales average should not be less than 2% while a larger store should use 2½ to 3% and in case of a new store or an old store starting a campaign it should be raised to at least 5% the first year."

An Ottawa firm reports proportion of advertising to turnover for the fiscal period ending January 31, 1922, as follows:

	Per Cent.
Newspapers	5
Outdoor advertising	2
Programs, gifts, etc., charged to donations	1

It is this firm's intention to adopt a 9% advertising program for this year in the same proportion.

A Guelph retail hardware firm advises that its appropriation for advertising is 1% of gross turnover, and donations, subscriptions, etc., are not included under the heading of advertising.

2% on Gross Turnover is an Average

A St. Thomas, Ont. firm advises that in their opinion most hardware stores figure 2% of previous year's gross turnover for advertising, this amount to cover all forms of advertising.

"Many times during the year a merchant is called upon for ads appearing in local magazines, charity programs, etc.," states this merchant, "which are of no real advertising value, but which should be taken care of under the heading of advertising.

"If a rough estimate of these amounts and other advertising such as circulars, catalogues, bill board posters, novelty advertising were taken, the amount would be about 1/3 of your total advertising which will then leave 2/3 for newspaper advertising. The latter we find is by far the best means of advertising. Gifts to charities, etc., if not in the form of ads. will hardly be charged to advertising but should come under some other head."

Another Ottawa merchant states:—

Spend 3% of Last Year's Turnover

"Our advertising for all purposes including newspapers, programs, church calendars, souvenirs, etc., for 1921 cost us 3-1/3% of our gross turnover.

"Advertising in newspapers only, 2¾%. Up to the present we have never planned a special budget but, however, we have this year decided to spend 3% of last year's turnover on all advertising, regardless of what this year's business will be. We have also decided to cut out programs and church calendar advertising as far as possible.

"All gifts to charities are charged up against donations; others are charged to advertising, especially when we feel they will bring returns."

(Continued on page 180)

Hardware and Metal,
Toronto.

Will you please advise us concerning the following:

1. What is the average percentage cost on gross turnover for newspaper advertising in the hardware business in Canada?

2. Can you state what is the highest average percentage for such publicity in any line including department stores and other lines of business?

J. H. Ashdown Hardware Co., (Retail Dep't.), Winnipeg.

"Fire out Salesman Who Overstocks"

Importance of Using the Power of Suggestion and Grouping Various Hardware Lines—How Children's Trade Can be Cultivated to Good Advantage—Advises to "Fire Out" Salesman Who Suggests Long Time Dating on Big Stock or Extra 5% for Larger Order

A NUMBER of helpful suggestions were given by F. J. Penberthy, Vice-President Lowe Bros., Ltd., Toronto, in addressing the Toronto Retail Hardware and Paint Club. These suggestions dealt with the merchandising of hardware in general, and emphasized the power of suggestion and importance of grouping articles.

"We frequently overlook the children in our plans for selling goods," said Mr. Penberthy. "One of the nicest pieces of salesmanship I ever saw took place in John Caslor's store, recently. A little boy came in and said he wanted a hockey stick. John said "There they are, 15 cents each, don't pick out the best one." The boy kept sorting them over for a long time, evidently looking for the second best when John said to him "take the best one my boy, they are all fifteen cents! John Caslor made a friend of that little fellow, and do you suppose he will go anywhere else to buy anything in the hardware line in future?

"A man started business in Zanesville, Ohio. He is now running one of the largest hardware stores in that district, and he admits he was taught an important lesson by a small boy. His stock was composed largely of empty boxes, neatly arranged on the shelves. A boy came in and asked for a knife. The merchant put a knife on the counter. The boy opened it and asked 'how much?' 'Fifty cents,' said the merchant. The boy said 'I don't believe that will do' and walked out. The boy went across the road to another hardware store and in a little while came out. The first merchant went out to the boy and asked why he didn't buy his knife. The boy said 'it was fifty cents and I only had twenty-five cents.'"

Give Best Value For Money

"There is another lesson in salesmanship," said Mr. Penberthy. "Find out how much the customer has to spend and give him the best you can for that money. Don't overlook the necessity of cultivating the children.

"We must take advantage of every opportunity to make a sale. Suppose a woman comes in and says "I want 7 feet of 28" wire netting. Naturally she will say 'how much?' You will say 3½ cents a foot or about 25 cents. You might say to her, I can give you this black netting for 3½ cents, but it won't last long. I have galvanized at 7 cents that will last forever. By taking just a few minutes to explain that, you have made a fifty cent sale. Nine times out of ten you will be able to make a much bigger sale than was at first apparent. Then there are other lines which can be sold to this customer. You might enquire about tacks, and if she says she has some carpet tacks at home you can tell her she should not use carpet tacks, but a 4 oz. tack that will not allow the netting to sag. There is another sale. Now there is new netting in the door and the customer may need a can of varnish to protect it. Also a brush. Turpentine is needed to clean the brush. Your 25 cent sale has grown to $1.50 or $2.00.

F. J. PENBERTHY

Vice-president and managing director Lowe Bros., Ltd., Toronto who spoke at the first regular meeting of the Toronto Retail Hardware and Paint Club, outlining some methods for group selling of hardware.

Keeping Sales in Right Proportion

"There is hardly a thing asked for in your store but what you can suggest something else and by the power of suggestion you can do the very thing that you need to do this year, that is, to keep your sales in proper proportion to overhead.

"Linoleum varnish suggests the woman is cleaning up the kitchen. She is a prospect for stove pipe enamel, aluminum paint, turpentine, etc.

"There are many hardware concerns that are not going to suffer this year if this plan is followed. There are some which are going to be in a bad financial condition if such plans are not followed. There is a tendency I am going to warn you against, and that is doubling your stocks. You cannot keep your money working if your profit and your stock is on the shelves. If any salesman wants to give you a long time dating on a big stock or an extra 5% for a large volume, fire him out. Make your money work, you must sell the goods before you can pay your bills."

Plan to Hold Clean-Up, Paint-Up Week

Plans Worked Out in Detail for Spring Drive in Toronto in Interests of Clean Up, Paint Up—Retailers to Contribute $750 and Manufacturers Arrange Balance—To be Held May 8-13 Inclusive

"MR. MIHELL touched on the question of a co-operative campaign this spring," said F. J. Penberthy, Vice-president Lowe Bros. Ltd., addressing the Toronto Retail Hardware and Paint Club. "The way things are opening up I believe we will have lots of paint business this spring, but we want two lots. We, in our club, have found the need of you gentlemen and we hope before long to meet twice your number. However, the stream has now commenced flowing and now you are started we want to put before you a plan we have in mind. We want one week to be called Clean-up and Paint-up Week in Toronto. We want to put on a campaign to create a large volume of business for yourselves and for us. The Paint and Varnish Club cannot put on such a campaign because it would look too much like an advertising campaign for manufacturers, but we would like your club to put on such a campaign some week during the month of May. It would be a very elaborate affair.

Profits Widely Distributed

"The first thing that enters your mind is, who will profit? The profits will be distributed all over the world. Australia and India will get a share, the latter for shellac; France for ochre, Belgium for lithopone, Russia for bristles, England for oxides, Japan for gold paint, Africa for varnish gums, Canada for linseed oil, lead, etc. Florists will profit by the sale of shrubs, etc.

Glass manufacturers, wall paper firms, seed firms, painters, carpenters, laborers, etc., all will share the profits. If we put on such a campaign we are sending a little money all over the world. The week would have to have the support of the street-cleaning department. The Fire Prevention League will be asked to have their campaign the same week. We will have the support of the Department of Works; garbage wagons will bear banners and we will have to get the school children interested.

"We have pledged among ourselves at present about $1,500. I think we can raise that to $2,000. There is a proviso that we will contribute providing you can get the hardwaremen to make a contribution. What we want is $5 each from every hardware merchant in Toronto. If we can have that we can put on one of the finest campaigns you ever saw. You will get out of it just what you put in it. Your $5 is wasted unless you get behind it. For it you will get not only the profits, but you get posters, window trims, stickers, all well colored and attractive, buttons for distribution to children, etc. You could not buy for the money we hope to get, the posters, etc. in small quantities.

"A week before this campaign we plan to run quarter pages in the local newspapers each day, the retailers' names only to be put at the bottom of each ad. We will be the first to attempt this movement on such a large scale in Canada, and if we can successfully carry it through this year, it will only be a start of what can be accomplished in the future. Next year we will find the Rotarians, Kiwanians and other clubs will be only too glad to co-operate because, after all, it is a civic proposition. If we spend two-thirds on this campaign you should be willing to spend one-third of the total cost. Manufacturers are spending $40,000 on the 'Save the Surface' campaign, to educate the public to paint. We spent $35,000 last year and didn't ask you for a cent."

"I think your organization will approve my request for $5 each from you for this purpose. You are going to put the campaign on, not us, and if you cannot cash in on this there is something the matter with you, not with the campaign. You will sell paint, varnish, specialties, brushes, nails, hinges, glass, putty, garden tools, polish and many other lines as a result of this campaign."

Mr. Penberthy also outlined a plan whereby the Toronto Retail Hardware and Paint Club will give three prizes of $5, $10 and $15 for the best essays from children in regard to the use of paint, varnish, etc. The contest will close on June 1. Each retailer will receive the essays submitted by children in his district for the purpose of a prospect list to be followed up.

In the ensuing discussion it was decided to hold Clean-up, Paint-up Week in Toronto from May 8 to 13, inclusive.

T. F. MONYPENNY

Vice-president and sales manager Imperial Varnish and Color Co., Toronto, who spoke for the Toronto Paint and Varnish Club at the gathering of the Toronto Retail Hardware and Paint Club emphasizing the necessity of the retailer's co-operation.

Hardware Merchants Pledge Support

First Regular Meeting of Newly Formed Toronto Retail Hardware and Paint Club Will Support Financially Local Campaign for Clean-Up and Paint-Up—Instructive Addresses on Power of Suggestion—New Constitution Adopted

ABOUT sixty Toronto hardware merchants were present for the first regular meeting of the Toronto Retail Hardware and Paint Club, held in the Board of Trade rooms this week. A splendid dinner was enjoyed by all and advantage taken of the social facilities for informal discussions of various matters of interest. Following the dinner President (pro. tem.) H. N. Joy launched into the business of the meeting and the list of officials who have been conducting the affairs of the club since its inaugural meeting was speedily sanctioned to continue in office until the next election. These officers were as follows: President, H. N. Joy; Vice-president, F. R. Jackson; Secretary, V. Mathewson; Treasurer, A. H. Lake; Executive Committee, W. Platt, W. Pritchard, Geo. Mathewson, John Caslor, Harry M. Dow.

The proposed constitution of the club was then read, as outlined herewith. Some discussion took place on certain points, M. Phillips enquiring about the status of the Dominion Hardware Stores for membership, was advised by F. R. Jackson that this organization was an association for advertising purposes and that each merchant's business was distinct. On motion of S. Hobbs, a clause was struck out of the constitution which would have limited voting power to one member of a firm and it was thought this would work hardship in the case of co-partnerships. The selection of a suitable evening brought forth much consideration, Wednesday night being suggested by a number present, who thought that on account of many stores closing Wednesday afternoon there would be a better turnout on Wednesday evening. On the motion of S. Hobbs, seconded by J. Caslor, the original suggestion of Monday night was left for a trial. Messrs. Caslor and Hobbs were also the mover and seconder respectively of the motion to adopt the constitution as outlined.

H. N. JOY

Whose temporary appointment as president of the newly formed Toronto Retail Hardware and Paint Club was confirmed for the year at the first regular meeting of the organization

Call Members by Christian Names

There was some discussion concerning the proposal to call members by their Christian names, Mr. Groom thinking the younger men would hesitate at being so familiar with older members, but on the motion of F. R. Jackson, seconded by C. Macfarlane, it was decided

to include the resolution in the constitution.

In introducing H. E. Mihell to speak on Spring paint campaign plans, Mr. Joy stated that the club was under obligation to the Toronto Paint and Varnish Club for its efforts in organizing city retailers, and he hoped the members would listen attentively to the plans for Spring paint business to be outlined. Mr. Mihell gave some very interesting and helpful suggestions in his address, outlined fully in this issue. F. J. Penberthy, vice-president of Lowe Bros. Co., Toronto, also spoke, outlining a plan for a Clean-up, Paint-up week for Toronto, as dealt with in detail elsewhere. The hardware merchants present pledged to support the movement by contributing $5 each, and gave the Paint and Varnish Club officials assurance that the hardware merchants of Toronto would be responsible for a total contribution of $150. The city will be divided into sections and certain members made responsible for collections in those districts.

Trade Papers Important

G. D. Davis, manager Hardware and Metal, complimented the club on the splendid start which it had made, and drew attention to the success which had attended Clean up, Paint-up campaigns in the United States, where the trade papers had been an important factor. The various branches of the trade, retailers, wholesalers, manufacturers, trade papers, etc., were all inter-dependent and the spirit of friendship which was evident would help achieve important results. The support of Hardware and Metal was pledged for the work of the club.

President H. N. Joy spoke words of appreciation of Hardware and Metal, which he described as "always a good friend of the hardware trade." He drew attention to the space which had been given to help promote the welfare of the new organization, remarking that such co-operation was always given cheerfully.

W. Wrigley spoke of Clean-up, Paint-up campaigns in the U.S., mentioning one case where $25 was subscribed by retailers. He thought the amount asked for locally was therefore small in comparison.

President Joy, in introducing George E. May, president for 1922-23 of the Ontario Retail Hardware Association, spoke briefly of Nelson Mills, his predecessor in this office. Mr. Mills was always regarded thoughtfully and kindly, said Mr. Joy. Mr. May thanked the club for the sentiments expressed concerning Mr. Mills who, he said, fully deserved what had been said of him.

May Get O.R.H.A. Convention in Toronto

"The new Executive of the O. R. H. A." said Mr. May, "is out to render the very best possible service. We want to make 1922 a record year. A meeting is to be held shortly in Toronto to discuss where the next annual meeting is to be held, and I think we can put the 1923 convention over in Toronto in a big way, should this city be approved. This is the first time a Toronto man has been president of the O.R.H.A., and I think we should try and get the annual convention here. I have been advised by Secretary Macpherson that the merchants of Kingston, Ont., are likely to form an organization and we wish than every success. These organizations indicate the trend of the times. One of the greatest benefits is that these organizations keep men from getting narrow in their views."

T. F. Monypenny, vice-president and sales manager Imperial Varnish and Color Co., Toronto, spoke on behalf of the Toronto Paint and Varnish Club,

(Continued on page 134)

Constitution of Toronto Retail Hardware and Paint Club

Name.

The name of this organization shall be the Toronto Retail Hardware and Paint Club.

Object.

To cultivate friendly relations among its members. To advance the interests of the members through the discussion of matters of common import. To co-operate among themselves and with other associations and trades that may have objects in common, in order that their business and interests may be advanced. To promote honesty in competition, trading and advertising, and to correct in a lawful manner any evils that may exist or arise in their business.

Membership

Any merchant engaged in the retail hardware or paint business as bona-fide proprietor, whose business is situated in the City of Toronto or in any of its suburbs, or surrounding towns or villages, or any person who is the manager of such a business where the same is owned by a limited company, may become a member of this club.

Associate Members.

Any member of a co-partnership having the prescribed qualifications or any clerk in the actual employ of such a firm may become an associate member of the club upon being so nominated by the proprietor, partner or manager of the firm with which he is engaged, membership to continue during such engagement.

Editors of hardware and paint journals residing within the territory specified may become honorary associate members.

Officers.

The officers of the club shall be president, vice-president, secretary, treasurer and a committee of five members who with the officers shall be the executive, all of whom shall be elected at the first meeting of the club and annually thereafter at the first regular meeting in the month of January and who shall hold office until their successors are elected. In case of a vacancy in any office such vacancy shall be filled by the executive until the next regular election.

Meetings

Regular meetings of the club shall be held on the second Monday of each month at such hour and place as may be named and selected by the executive.

Special Meetings

Special meetings of the club may be called by the executive when in their judgment it is necessary and must be called by the president upon written request of ten or more members.

Fees.

The annual fees for each member shall be $3.00 and for each associate member $1.00.

Quorum.

A quorum for the transaction of business at a regular or special meeting shall consist of the president or vice-president and ten or more members.

Executive.

Five members of the executive including the president or vice-president shall be necessary for a quorum, meetings of which may be called by the president and must be called by him upon written request of five or more members of the executive.

Funds.

All monies shall be paid to the secretary who shall forthwith turn same over to the treasurer and shall be deposited by him in any bank he may select to the credit of the club. All bills and accounts before being paid shall be approved by the executive of the club shall be paid by cheque signed by treasurer and secretary.

Voting

Each member in good standing or his or their duly accredited representative shall be entitled to one vote on all questions.

Complaints

Any member having a complaint or grievance shall submit same in writing together with proof of complaint to the executive.

Amendments.

This constitution may be amended or altered by submitting the proposed amendment or alteration at any regular meeting in writing but no action shall be taken thereon until the next regular meeting when a majority vote will be sufficient to adopt.

A resolution sanctioned for incorporation in the constitution was as follows: The names of all members shall be written in full on the membership roll and during meetings members shall address each other by using their christian name, its abbreviation or the name that they are generally known by, in connection with their surname and it will be the duty of any member to draw the presiding officer's attention to any violation of this rule when the violating member shall be immediately penalized by a fine of 10 cents to be paid to the secretary.

Retailers Buy Advertising Matter

H. E. Mihell, Imperial Varnish & Color Co. Thinks Charging Nominal Price Would Stop Big Annual Loss to Manufacturers Through Waste—Salesmen Say Retailers Receiving Too Much Advertising Matter and "Getting Lazy"—Some Figures Showing Big Annual Depreciation Through Lack of Paint

SOME very interesting statistics indicating the great possibilities for paint trade and some concrete suggestions for developing business this spring were outlined by H. E. Mihell, Imperial Varnish & Color Co., at the meeting of the Toronto Retail Hardware and Paint Club this week.

"We at this time should feel encouraged, not discouraged," said Mr. Mihell, "because we are on the brink of starting something. In regard to the Save the Surface campaign, there are three main reasons for it. Some years ago a few men realized that the consuming public looked upon paint as a decorative commodity which in times of prosperity was all right, but which in times of depression should not be used. Property owners were suffering loss, and the paint trade was also suffering. It was realized that the immense prosperity of war conditions would be followed with depression, and so in times of prosperity the campaign was started, to insure prosperity in this trade in times of depression. Last year was the acid test and the amount of business secured was ample testimony of the fact that it had been worth while. In Canada the campaign has passed through three stages, One was when subscriptions were being taken up, another was making our own salesmen apostles of the campaign. Today as it stands, it is the campaign of the retailers; it is more yours today than before, and we expect that from now on it will become more so.

Nation-wide Scope

"The scope of the campaign is nation-wide; we cannot go into all the localities throughout the country, but we encouraged local organizations such as yours to do this work. The campaign does not attempt to promite civic welfare except insofar as sanitary conditions are concerned. There is no similar co-operative campaign which has done as much for any trade as this. We have heard expressions of envy of the success which we have achieved. The shoe trade is one example of a trade which has envied our success.

"We are frequently faced with the question 'what is there in it for me'? It is difficult for us to define the extent to which the campaign has taken effect, but the broadness of the idea has caused men to sit down and figure out just what it can do for them. Few realize the fact that only one-tenth of the property in the Dominion is properly protected. There are possibilities for four or five times the business in paint which has ever been done, and I think today we are more or less asleep to the possibilities which exist.

"Dealing with the possibilities for paint trade, I would point out that the last assessment return gives Toronto 105,516 buildings. A low estimate of the paint, varnish, etc., which should be used on these buildings would be $15, but at that figure there would be $1,582,740 worth of paint needed in Toronto. This city is in the advantageous position of having a majority of homes occupied by owners who will buy good material to protect their property. There are also 2,412 vacant houses, and 9,325 stores in Toronto.

Possibilities In One City

"There are 54,691 homes occupied by owners in Toronto, which with an expenditure of paint annually amounting to $15, would total $820,345; 33,943 homes occupied by tenants spending $10 on point, totalling $339,430. Vacant homes and stores also at $15 would total $36,-180 and $139,575 respectively, making a grand total at wholesale prices, of $1,-335,850 worth of paint. This, divided by 150 hardware merchants in the city, gives $8,900 worth of business to each.

H. E. MIHELL

Imperial Varnish and Color Co. Toronto, who in addressing the first regular meeting of the Toronto Retail Hardware and Paint Club, gave some interesting facts indicating the vast possibilities for paint business.

"Painters for painting those 100,371 stores and houses in Toronto would get an average of $40, thus giving them $4,014,840, which, spread over four years, would give painters an annual business of $1,003,710.

"We cannot hope to achieve this end in a day, or a year, but let us start something somewhere, even if it is small and let the cumulative effect pile up the total toward the objective we set."

Dealing with the subject of "How are our people spending their money for protection," Mr. Mihell showed that total paint production in 1919, at wholesale prices, was valued at $19,506,653. Of this 60 per cent. was for manufacturing purposes, leaving $7,802,662 used for protection of property. Based on a population of eight and one-half millions, it was evident we were spending 92 cents per capita, or an average of $3.68 per family annually for home protection, through the use of paint, varnish, etc.

Small Amount Spent On Paint

Compared with this the per capita expenditure for fire protection in 1917 was $5.44. We are only spending 15 per cent. of that amount on paint. It should also be borne in mind that loss by depreciation is continuous while fire loss is only accidental.

"Many people will allow property to go year after year without paint, not realizing that they are losing at the rate of 2 per cent. per annum," said Mr. Mihell. "This figures out at a loss of $112 per annum on a $5,600 house, or $448 in four years. Half that amount would paint the property, and if the owner neglects it in regard to paint it is likely he will neglect it from other standpoints. The hardware merchant in inducing more painting is promoting business along many other lines of hardware as well."

Taking the 1911 census as a basis, Mr. Mihell figured the annual depreciation on property through insufficient painting, as follows:

2 per cent on urban homes, totalling $28,000,000 per annum; farm property, $17,849,000; farm implements, $26,000,-154. Totalling $71,850,154. This does not take into consideration depreciation on railroads and other construction.

Fire losses in 1919 were $25,341,240; in 1920, $28,745,590, and in 1921 $45,-015,930. It was pointed out that the highest fire loss for years does not approach the depreciation through lack of paint.

Extent of Depreciation

The value of Toronto property in 1922 was shown to be $723,695,846. Constructed property, which will require paint, was valued at $361,847,923. Depreciation at the rate of 2 per cent. annually on this would amount to $7,236,958, a figure much in excess of the possibilities which Mr. Mihell had formerly outlined as existing for Toronto hardware merchants.

"In view of these figures," continued Mr. Mihell, "you are rendering a service to humanity when you sell paint, apart from the gain in your paint department.

How Are We Going To Get It?

"We can waste gallons of printers' ink in advertising but if it is not backed up with your aggressive selling it is of no avail."

Briefly outlining the progress of advertising, Mr. Mihell traced it back to the stage of bartering, pointing out that advertising has never become anything more than a branch of selling. "When you try to separate the two they both fall," he continued. "You cannot make advertising an alibi for poor salesmanship; you have got to back it up. Adver-

pointing out that one of the weak links tising takes many different forms. All forms have some publicity value, and some forms are better suited to certain problems than are others. The test of your advertising should be 'does it sell goods?'

"Our salesmen hear a good deal about different forms of advertising. We hear about the painted sign on the wall. My personal opinion is that this is not worth anything except as general publicity. We also hear of the retailer who says that he has not got time to 'talk' that particular line. I want to tell you that if you do not want to 'talk' your lines, get out from behind the counter because you are just a waiter. It is not the volume of talk, but the way in which you deliver it, that counts. A woman comes in and buys a mop in the spring. You know that woman is going to house-clean, and it is one of the best occasions for selling paint and varnish. That is the opportunity for talking. By a discreet question you can find out what she is going to do. Practically every woman in this country has in mind some surface in her home which she wants to protect or brighten and it only needs your question to bring her to the brink of buying. Your personal contact with the consuming public is worth much. The manufacturer has not got it. Personal contact puts the sale over.

Contact With Public

"Watching the trend of retailing in the last few years, it is evident that if you, as retailers, do not function along that line, there is going to be something else come between you as retailers and the consuming public. Your function is to apply the advantages of your contact with the public."

In a criticism of advertising from one standpoint, Mr. Mihell stated:

"Salesmen from competing houses state that merchants are receiving too much advertising, and this is making some of them lazy. There was said to have been such a flood of advertising put on the retailer that he is using it as an excuse for selling." Mr. Mihell cited the case of a merchant who bought a hardware store in Eastern Ontario and on coming to the company to look over the stock, asked for a set of paddles. Mr. Mihell explained to him that the man from whom he bought the store had been provided with a set, whereupon the man replied that his predecessor had used the paddles for mixing the chicken mash.

"It is discouraging to the manufacturer to see money wasted in this manner," said Mr. Mihell, referring to the practice of some merchants in using color cards to light the furnace in the fall, and having none on hand in the spring when required.

A Case in Point

"There is a hardware merchant not forty miles from Toronto who ten years ago was given three months to go, and he is today the predominant merchant, and his sales are double those of his competitors combined, in stoves and other lines. This merchant goes among his customers and talks stoves. Another merchant loads a stove and a sewing machine on his wagon each time he goes out through the country, and he seldom comes back with them. Another bought three cars of roofing and sold it in two months by going after every prospect. A department store in this city employed a man who travelled throughout Canings for painting activity during the Fall but to farmers' houses, to stay overnight, and get his meals. He would discuss matters with the farmer, the wife and the hired man. He was finding out what the people of that community needed; he was not selling. He sent his information to his firm and this was used in adapting a mail order catalogue to the needs of that community. You are living right in the community; do you ever go out and size up the situation?

"A young hardware clerk this week was going down street and saw a man sweeping out his store. He inquired if he would be needing paint, and succeeded in selling him half a gallon. He went out to a summer resort and found a Chinaman fixing up a restaurant and sold him $19 worth of paint, varnish, etc. Circulars distributed frequently bring good results. Mathewson Hardware Co. distributed circulars mentioning paint in conjunction with other hardware lines. This circular was not distributed until 5 p.m., and before the store closed six customers had come for goods advertised."

May Sell Advertising Matter

Mr. Mihell dealt briefly with the suggestion that manufacturers sell their advertising matter to retailers, citing the case of a foreign missionary who in dealing with foreigners found that bibles, tracts, etc., secured much more attention when sold at a nominal price than when given away. The value of displaying color panels, enclosing color cards in parcels, etc., was pointed out, and Mr. Mihell suggested that if a merchant has his money invested in these cards that he will not throw them away as casually as is now the case.

"We want you to share a fair amount of the cost of putting across a special paint week in Toronto," concluded Mr. Mihell. "We feel you will take a greater interest in it and you will therefore receive much better returns."

IMPORTANT POINTS OF THIS ARTICLE IN BRIEF

Taking Toronto as an example, Mr. Mihell figured each hardware merchant should this year get $8,900 worth of business.

Per capita expenditure on paint in Canada is 92 cents, or $3.68 for the average family.

Expenditure for protection of property from deterioration, is only 15 per cent. of that spent for fire protection.

Depreciation loss is continuous, fire loss is accidental.

Depreciation loss is $112 per annum on a $5,600 house.

Total depreciation on property in Canada at rate of 2 per cent. per annum due to lack of paint figured at 71 million dollars.

Fire losses, while large, are not half depreciation loss on property.

Necessity for change in retailing methods or some new agency will come between retailer and consumer.

Salesmen report some retailers substituting surplus advertising matter for selling and are getting "lazy."

Must Be More Representative

Vancouver, B.C., (Special.) — The next executive meeting of the Provincial Board R. M. A. of British Columbia is scheduled for March 22, at 2.30 p.m., at Association Headquarters, Vancouver. J. T. Crowder, president of the B. C. Board, has sent out a special appeal to the various locals to send representatives to that executive meeting.

"Demands for service keep coming into this office from different localities," remarked Mr. Crowder to a Hardware and Metal representative the other day, "and owing to our not being in direct personal touch, by having a representative from these places such as Vernon, Prince George, etc., it is extremely difficult to co-operate with these business men. It is therefore imperative that we enlarge our Provincial Board of Directors and have at our regular meetings members from all parts of the Province. It would be quite satisfactory to have members from any or every branch there. In case of outlying districts, if impossible to send a man from every branch, it ought at least to be possible to send a man representing a district embracing several branches. For example, one man might represent the Kootenays, another the Okanagan, another the Northern Interior.

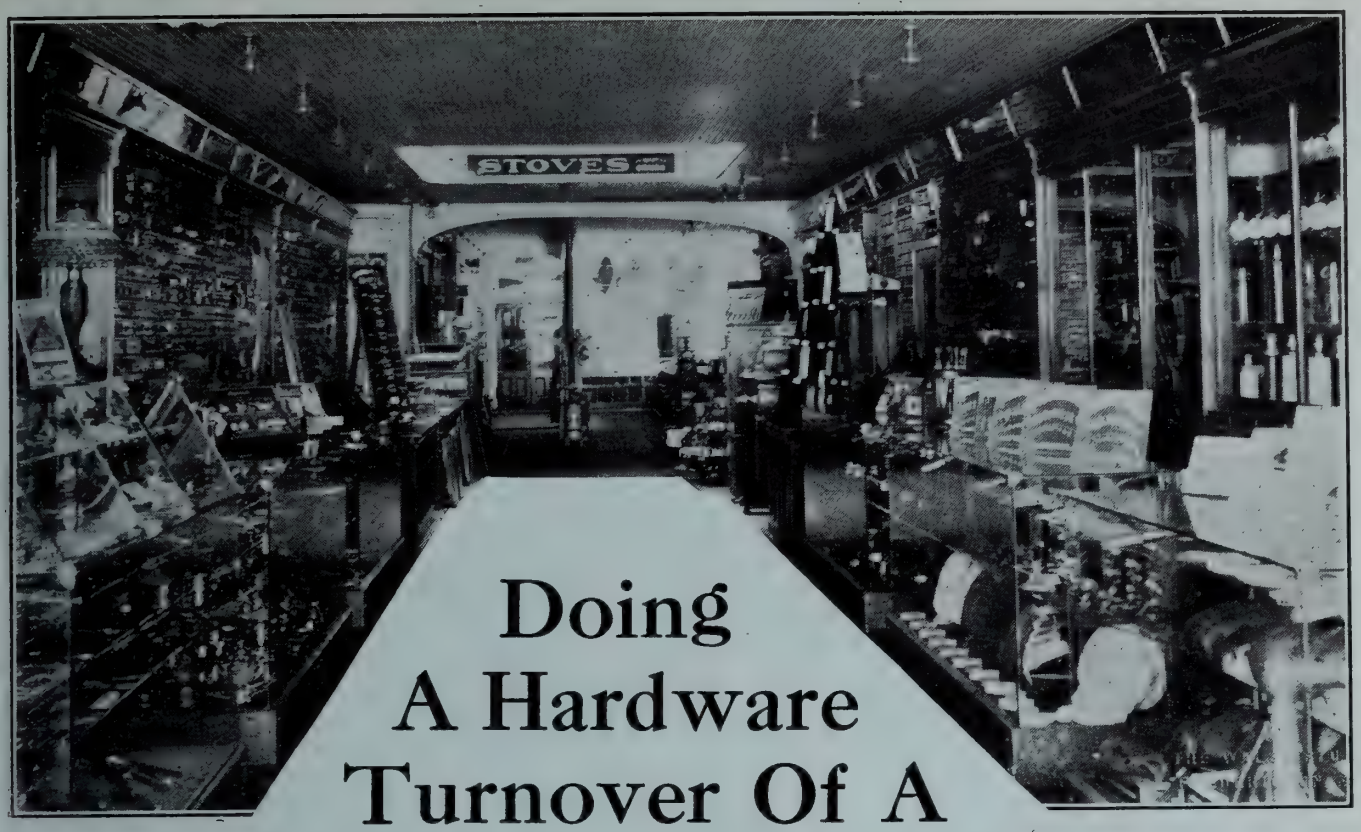
"My experience since last July convinces me that it is impossible for the Province Executive of four men, to attempt to represent the whole Province even partly satisfactorily."

HARDWARE MERCHANTS PLEDGE SUPPORT

(Continued from page 132)

in the chain in connection with any plans this organization had in mind, was securing the co-operation of the retailer. He thought the meeting was an encouraging sign of how this co-operation was now linked up, and expressed the thanks of the club which he represented for the invitation to attend. F. Moore, Benjamin, Moore & Co., Toronto, voiced the same sentiment.

THE distribution of suitable literature embodying seasonable paint suggestions has been found by many merchants to be a distinctive aid in producing more business of this nature. Local advertising is a necessary adjunct to launching a "paint and varnish" campaign with success and through these methods great emphasis can be placed on the last price reductions, and the many suitable openings for painting during the Spring period. Demonstrative helps will promote the desire to paint on the part of the individual, while convincing testimony as to the value of paint in "saving the surface" will result in selling the underlying idea to both the local community and the general public, and with this accomplished, the details of when and how are progressive steps of an economical policy.



Doing A Hardware Turnover Of A Half Million Dollars In One Year

Despite Limited Facilities of Display R. Chestnut & Sons, Fredericton, N.B., Have Developed an Active Trade in Hardware—Special Display Features Provided—Clerks' Sales Checked Daily—How Sporting Goods Trade is Developed—What a Rest Room For Women Has Meant—Method of Tabulating Literature—Securing a Live Prospect List—Periodic Conferences of Staff Are an Advantage

A CLOSE STUDY of retail merchandising methods, particularly as applied to hardware, has been made by the management of R. Chestnut & Sons, Fredericton, N.B., a store which last year boasted a turnover of hardware and plumbing valued at half a million dollars. On a recent visit to the Maritime Provinces, a representative of Hardware and Metal had the opportunity of discussing with some officials of this firm, matters pertaining to present day retail problems, and some interesting and helpful pointers were secured.

This store is an excellent example of what can be achieved in the way of layout and display with limited store front facilities. Though having only 21 feet frontage this store has a floor space of 53,000 sq. ft. and requires the services of over forty employees, including plumbing dept. The store is modern in every respect, having up-to-date floor and wall display cases. An indication of the completeness of the shelf stock and how it is displayed is found in the fact that there are 700 display drawers with samples affixed to the front of each and capable of holding sufficient stock for current requirements. All display cases, both wall and floor, are illuminated with electric lights allowing the stock to be adequately shown after dark or on dull days.

GENERAL VIEW OF STORE

The general view of the hardware store of R. Chestnut and Sons, Fredericton, N. B. as shown above, indicates the effective display which is secured by the use of modern store equipment, and the strategic layout of the goods. Down the left side are seen showcases containing displays of cutlery,silverware,glassware, etc. with the drawers in the rear containing shelf hardware, samples of which are shown on each. On the right hand side are showcases devoted to sporting goods lines and other household goods, with a glass fronted wall cabinet in the rear for clocks, thermos bottles, tools etc. Note the special stands for household goods, thermometers etc.

A valuable feature is the fact that all shelves in the retail section are movable, these being supported on uprights which have holes bored one inch apart and patent lugs provided to support the shelves. In this way waste space is eliminated and a distinct improvement made in appearance. The shelves are set just enough distance apart to carry samples of articles on display.

Another display feature of this store which is worthy of note is the use of a series of display boards built on a revolving base. These are used for displaying roofing and provide the buyer with an easy means of sizing up the various grades. This has been found to be a more effective way to display roofing than to show small samples.

The forward part of the second floor of the store is used for showing seasonable goods and displays of such lines are a regular feature. At the time Hardware and Metal visited the store a display of camp and hunting goods was being made. A model camp was built of cedar boughs, giving a very realistic appearance, and camp equipment was liberally distributed. While such a dis-

play requires considerable attention, it is generally found that it amply repays the time spent upon it.

Sales Lady For Household Goods

The rear part of this floor is devoted to household articles and is in charge of a saleslady. The management is enthusiastic concerning the superior ability of young women to sell certain articles such as are required by women for household use. It is found that women shoppers feel more at home dealing with one of their own sex and the young salesladies have a better appreciation of the various household uses of the articles which they sell. W. T. Chestnut, president of the firm, stated to Hardware and Metal, that previously a number of sales were lost in this department because a woman shopper was backward in dealing with male salesmen in the purchase of household lines. "A girl is always better in offering suggestions for the use of such lines," said Mr. Chestnut.

In the main store, salesladies are employed in the silver and cut glass department. Frequently their sales have exceeded those of male clerks who receive considerably higher remuneration. Of course their value is limited to a certain few departments in the average hardware store.

Check Sales Daily

Each clerk's sales are checked up separately at the end of each day, and a point is adhered to that selling costs must not exceed a certain per cent. of the total volume of sales.

Indicating the faith which this firm has in display as an effective factor in selling, Mr. Chestnut states, "Goods well displayed are half sold," and he proceeds to carry out the most effective plans for display. The floor and wall cases have already been generally described, but to be a little more specific, it was noted that the wall cases are backed with purple velvet and although it takes considerable time to keep this backing clean, Mr. Chestnut is of the opinion that goods displayed in such a high class manner, are more easily sold and bring probably a better price. In this connection an incident was related, of a man who went to the plumbing department and on pricing a mirror he expressed the opinion that it was too expensive. Yet he bought one exactly the same in the hardware department at the same price on the same day, thus proving that the attractive surroundings made the article so appealing in the hardware department that the question of price was subordinated.

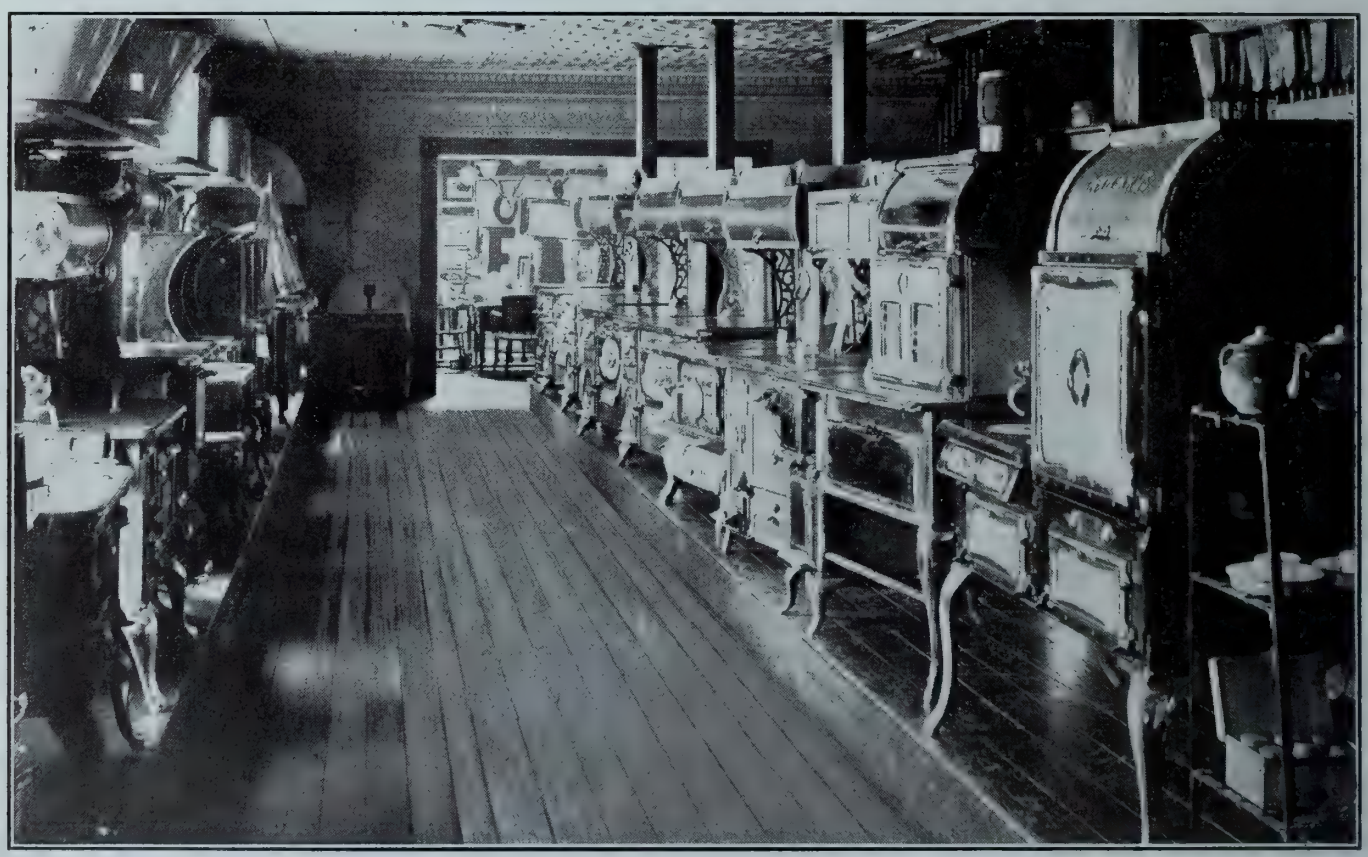
Sporting Goods

Considerable attention is paid to sporting goods in this store, this department being under the capable direction of a man who has had considerable acquaintance with various branches of sport and is well able to discuss sporting goods intelligently. M. Staples who is in charge is an official referee of the New Brunswick Hockey League, a baseball umpire and past president of the local baseball league. Through his wide connection with players he has built up a large sporting goods trade. Last winter 2,000 hockey sticks were sold, and similar large sales are regularly made in seasonable lines. Mr. Staples makes a specialty of catering to high school and university athletic organizations and the securing of such business extends the influence of the store among a large number of prospects. Careful attention is given the question of window displays of such lines.

A feature of note in the general office is a desk affixed to the wall, on which are provided cheque forms on all local banks. This is for the convenience of customers paying their accounts and it is a service which has been much appreciated.

Keeping Track of Literature

A neat and handy system is employed for keeping track of all literature supplied by manufacturers. A case has been constructed and divided into sections with sheets of galvanized iron, each section being numbered. An index is fastened on the inside of the doors so that one can get the circular wanted without having to look all through the stock. This department is in charge of the switchboard operator



A separate department helps to sell stoves, ranges and heaters in the R. Chestnut and Sons store, Fredericton, N. B. This department, as illustrated, enables the stock to be kept spotlessly clean, and here the customer may leisurely examine the various lines without interruption. This department is down the stairway from the main store. Note at the rear a table and chairs provided in which customer and salesman may discuss store matters and make any adjustments needed in comparative private.

The paint department is one of the important sections of the R. Chestnut and Son business in Fredericton, N. B. Care is always taken to keep the stock up to the highest standards of quality and quantity. Various specialty lines are shown toward the rear of the department and special stands are provided to aid display. Furniture polishes, mops, etc., are sold in this department because it is found one helps the other in many cases.

who is held responsible for the filing and finding of literature.

Rest Room

A rest room has been provided for lady shoppers, and this is a feature to which considerable attention has been given. It is fitted with most complete furnishings including easy chairs, rugs, washroom facilities, etc. The latter have been the direct cause of a number of sales of bathroom equipment for the plumbing department through the display effect of the modern equipment shown in actual use. In the rest room an advertisement of silverware is shown on one wall, and on another wall appears an attractive advertisement of the floor varnish handled by this store. Frequently it has been noted that women who have seen these advertisements in the rest room have, upon re-entering the main store, gone to the silverware or varnish department and made a purchase of the line so advertised. It is estimated that approximately one hundred women take advantage of the rest room daily.

More Women Than Men

By actual count it has been found that more women than men visit this store. This was the case before the rest room for women was established, and the proportion of women has latterly increased as a result of the service provided for them. Frequently, as well, men have been drawn to the store for the first time by their wives discriminating in favor of the Chestnut store for shopping because of the conveniences offered.

Store Meetings Held

Store meetings are held for the employees each month (ladies excepted) when cigars are passed and a general discussion of business takes place. No discrimination is made as to the positions held by the employees, but each is given an equal opportunity of discussing store problems and offering suggestions. Many helpful suggestions have been secured by such conferences. If a new line of goods is to be introduced an endeavor is made to have the representative of the manufacturer present to explain all the points of the goods so that the staff will know what they are called upon to sell and what its various uses may be. This method has proved a distinct help in introducing new goods, for it is found when the store salesmen are thoroughly acquainted with the line that they can sell it much more effectively.

A Greeters' Desk

Mr. Chestnut formerly confined himself almost entirely to his office, visiting the store but occasionally. Latterly, however, he has established what he calls his Greeters' Desk at the front of the store where he can meet customers and keep in closer touch with events. If a customer enters the store and the salesmen are all engaged so that quick service cannot be given Mr. Chestnut rings a buzzer which calls up some salesman from another part of the store where they may not be so busy. Mr. Chestnut prides himself on knowing practically all who come to the store. An indication of the extent of his connection is found in the fact that while working on a Victory Loan campaign, he worked a whole week calling upon local people and in that time found only one family with whom he was not already acquainted.

Prospect Lists

At the local exhibition each year a booth is prepared by this firm and souvenirs are given away. Frequently this is used as a means of preparing lists of prospects. For example, at the time of installing the ladies' rest room, a circular was obtained by keeping track of the names and addresses of ladies who accepted souvenirs at the fair. Also this plan resulted in each woman receiving only one souvenir. Last year sifters for the ladies and tops for the children were the souvenirs. The former cost 23½ cents each.

The advertisement dealing with the ladies' rest room was as follows:

"Among the recent improvements we have made to our store is a Ladies' Rest Room, for the convenience and comfort of our lady patrons and friends. In this rest room will be found a desk with stationery, local and long distance phone, easy chairs, papers and magazines, racks for holding parcels and a

fully equipped lavatory adjoining. Most people imagine that a hardware store is more especially a man's store, but we have taken the census of our customers and we find that more ladies than men enter our store. We would be very glad indeed to show any ladies that are interested, through our store. Our housewares department on the second floor is in charge of a saleslady. There can be found a large stock of graniteware, tinware, aluminumware, stoves, kitchen utensils. Call in and see us—you are always welcome."

A four-page leaflet in envelope size was also arranged for enclosure in parcels, to be sent out to the mailing list and for distribution in the store. This leaflet dealt with the ladies' rest room.

Heavy Hardware

The heavy hardware stock is kept in a separate building known as the wholesale department. Here each grade of iron is marked with a different color, painted on the end so it can be seen at a glance. This avoids much confusion and enables selection and shipping to be done much more quickly than would otherwise be the case. A separate building is also used for cement and carbide. The basement of the store is used for the reserve stock of paint, oils, glass and nails. At the rear of the main store building is a room provided to house the bicycles owned by employees, racks for 26 bicycles being provided.

The oil stock was formerly kept at the rear of the store but as the fire risk was thereby greatly increased this line was moved to a separate building which is protected by double fire doors. Gravity system tanks are used and each tank is labelled both at the tap and at the filling hole, as to what it contains.

Wire and rope is handled upstairs where it is kept on reels, built in front of a long runway which facilitates handling and makes measuring much quicker. Belting is handled in a similar manner from the opposite side of the room. Particular attention has been given to labelling and plainly marking all stock in every department of the store.

Plumbing Department and Tinshop

The plumbing department is under the management of H. W. Thorne who is part owner of this branch of the business. The premises are located across the street from the main store and Mr. Thorne lives on the premises in order to handle emergency work which might come in at any hour of the day or night. The plumbing department is modern in every respect and it is under efficient management, Mr. Thorne having had considerable experience of a practical nature. A close study has been made of methods in use in progressive plumbing shops and these have been worked into the plumbing department of the Chestnut store. A tinshop is operated in conjunction and here too, the latest in equipment is to be noted. An electric pipe cutter and threader is used, handling pipe from one to six inches.

You May Find Useful In Your Store

Following, in brief, are some of the features of the R. Chestnut & Sons store, Fredericton, N.B., which help to sell hardware:—

Display boards on revolving base for showing roofing in the roll, more effective than showing samples.

Movable shelves eliminate waste space in display and improve appearance.

Special part of store set aside for artistic arrangements of seasonable lines such as camping, hunting and other sporting scenes.

Salesladies employed to sell household goods to women. Many sales were formerly lost through women being backward in dealing with salesmen.

Many salesladies get higher remuneration than men, on basis of sales.

Sales checked daily, and selling cost must not exceed set percentage of total volume of sales spread over a period.

Purple velvet backings on showcases and wall cabinets well worth while in influencing sales.

Expert and well known sporting man in charge of sporting goods dep't. Sold 2,000 hockey sticks last winter.

Desk provided with pen, ink and cheque forms for convenience of customers.

A case with numbered sections keeps manufacturers' and other literature clean and handy for quick reference. Switchboard operator keeps an index.

Rest room for women provides good opportunity for advertising lines sold in the store as well as providing much appreciated facilities.

More women than men visit this store and their number has increased since the rest room was established.

Store meetings held monthly (ladies excepted) to discuss problems and investigate new lines. Many important selling arguments learned.

Mr. Chestnut has a "greeter's desk" at the front of the store where he can give personal supervision to the needs of customers.

Display at local Fair each year and give samples for purpose of securing a live list of prospects.

Various grades of iron in heavy hardware stock tipped with various color paints to facilitate distinguishing them.

Various steps taken to lower fire risks and better rate secured.

All stock is kept in bins and stocked in sections according to size. Everything is plainly labelled to avoid delay in locating what is required. Business in this department last year totalled over $90,000, which, apart from one job of $12,000 consisted of small medium sized jobs.

A warehouse 150 ft. long is located on the railway siding in which cement and heavy hardware lines are stored.

Lowering Fire Risk

The question of fire risk is one to which considerable attention has been given by this firm. When rates in the province were increased, the rate on the Chestnut store was increased from $2.85 to $3.19. On enquiring of the insurance company how to reduce the rate to a minimum, Mr. Chestnut was informed that he should remove a wood burning furnace from the basement and have the oil stock put in a separate building and a livery stable removed. These suggestions were carried out and the insurance premium has thereby been reduced to $1.27. $160,000 insurance is carried on stock and building.

"This is a point that few merchants consider. They just pay the rate asked and give the matter no further thought. If they were to improve their fire protection the rate would be lower and the risk of fire much less," said Mr. Chestnut.

Historical

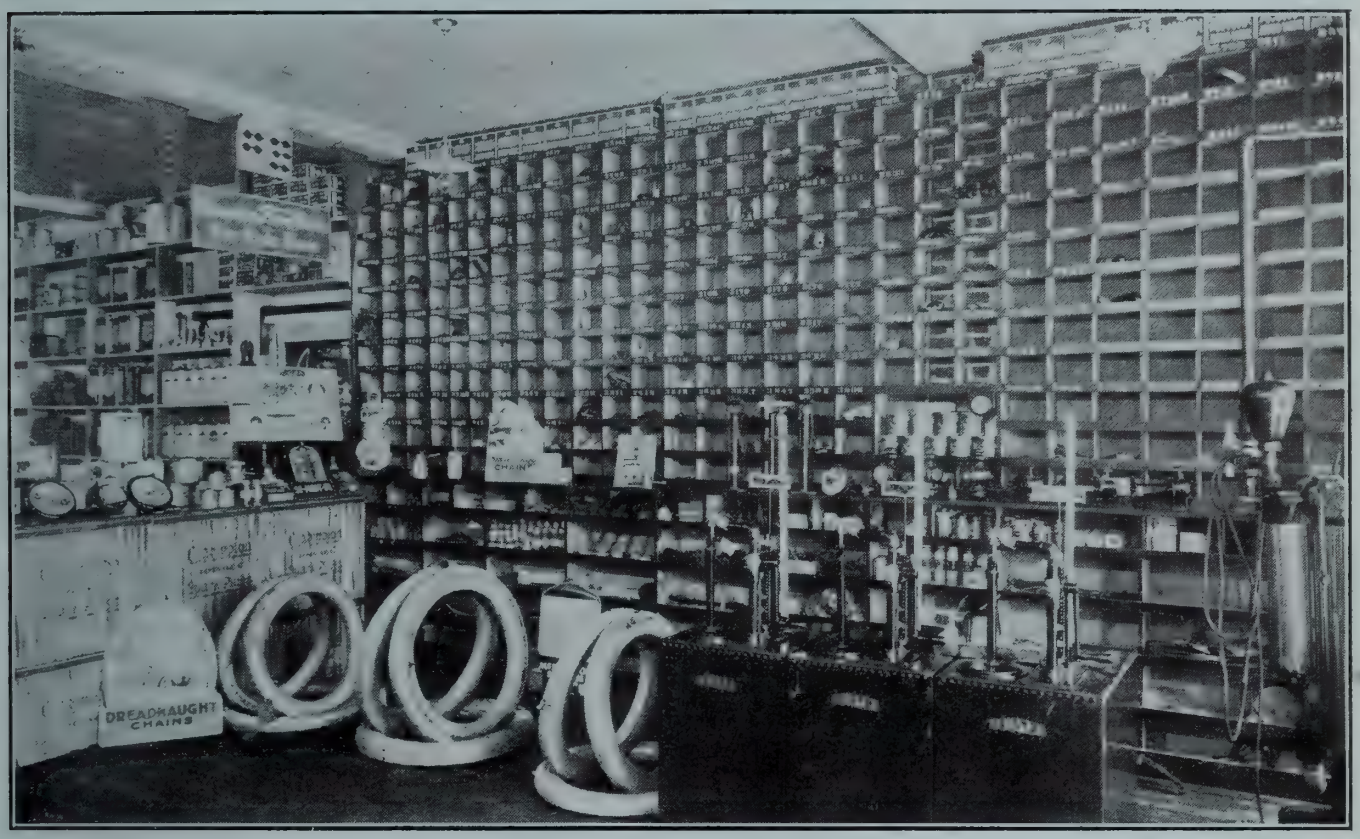
R. Chestnut & Sons, was founded in 1836 by Robert Chestnut, who remained at the head of the firm until his death in 1857, being succeeded by his son Henry. The present head, W. T. Chestnut, has been president since the death of his father in 1908. Under the direction of the latter, the store and buildings have been altered no less than six times with the idea of facilitating the handling of merchandise and improving departments to make the store more attractive.

BRUSH MANUFACTURER BUYS PREMISES

Two large buildings at 158 to 170 Adelaide street west, which formed part of the estate of the late Charles Boeckh, founder of the brush manufacturing company, have been purchased from the estate for a cash price of $165,000 by the Boeckh Company, Limited.

Garage Not Essential For Development of Successful Auto' Accessory Business

A. Goyette & Fils, Montreal, Believe Garage Does Not Harmonize With Hardware Business, But That a Complete Accessory Department Will Get a Large Portion of This Business—Pump Essential Though Profit Small—Giving Service in Selling Accessories



Prominence is given the auto accessory department in the store of Goyette and Fils, Montreal. As shown herewith this department is located near the front of the store and the various accessory lines are displayed so as to be readily accessible to customers. Repair parts for some of the lighter automobiles are kept, and catalogued with various accessory lines in the sections as numbered. These numbers correspond with an index and catalog. This firm has developed a good volume of auto accessory business without any repair shop or garage in connection, by means which are described in this article.

"IT IS NOT necessary to have a repair shop, or a garage, at the rear for the success of a very complete accessory department, in fact I would not consider for a moment the establishment of one. Apart from it requiring an extra man to take charge, and additional help, in my opinion it would not harmonize with our hardware store," was a remark made by Mr. Goyette of A. Goyette & Fils, 803 Laurier Ave., E., Montreal, to Hardware and Metal.

Nevertheless, Mr. Goyette fully believes in a very complete auto accessory department, and has not only proved to himself that it will pay its way, but that it is worthy of half of one side of the store, which it now occupies. Located in what might be termed the choice poistion for display purposes, this section is considered one of the leading departments in the store.

Accessories Given Prominence

Three years ago it was decided that an extension was necessary, and at that time property adjoining the premises was purchased and the floor space doubled. In this newer section accessories and phonographs are displayed at the front, while household goods occupy the rear portion, including stoves, washing machines, oilstoves, etc., on the floor and aluminumware, graniteware and tinware on the shelves at both sides. At the top of both front windows is stencilled, "Auto Accessories and Supplies." This means of advertising, accompanied by the gasoline pump, is sufficient to catch the eye of the car owner in passing. On closer view the department itself is in sight, as the store floor is on a level with the pavement, and a large plate glass window does the rest.

Importance of Service

The most effective advertising campaign, however, in Mr. Goyette's opinion, is "service." Perhaps more so in this department than in any other of the store is service required. It is a service station, and it has been found that if customers—who are generally in their autos with engine running—find that their wants are quickly and satisfactorily administered to, no other advertisement could bring the same results. For this reason, from the spring months until late fall a salesman is kept in the department whose only duties are to take care of this trade.

Steady Growth

Immediately after the first consignment of accessories was received and

placed on the shelves three years ago, it was to be seen that the venture was to be a success from a sales point of view. Custom increased, likewise the interest on Mr. Goyette's part. At the commencement of the second season a new and modern gasoline pump was installed directly at the end of the counter on the inside, with pipe extending over the sidewalk. In this way the salesman could draw the gasoline with very few steps necessary, and still be in charge at the counter.

Last season it was found that lubricating oils should also be placed in a more convienient location. Previously the different grades were kept in barrels, but because of their appearance these were placed at the rear. For the coming season three new tanks are installed alongside the gasoline pump. Besides offering better service these lend a more business-like appearance to the department as a whole.

"Can you handle gasoline at a profit?" was asked.

Gasoline Pump Pays For Itself

"It is hard to determine a direct profit on our sales, but certainly the gasoline pump pays for itself," replied Mr. Goyette.

"Of course we could hardly do without it here as it would not be a complete accessory department without it. However, while we do not perhaps cash in to any extent on gasoline sales direct, I am convinced that it has been the means of selling other commodities."

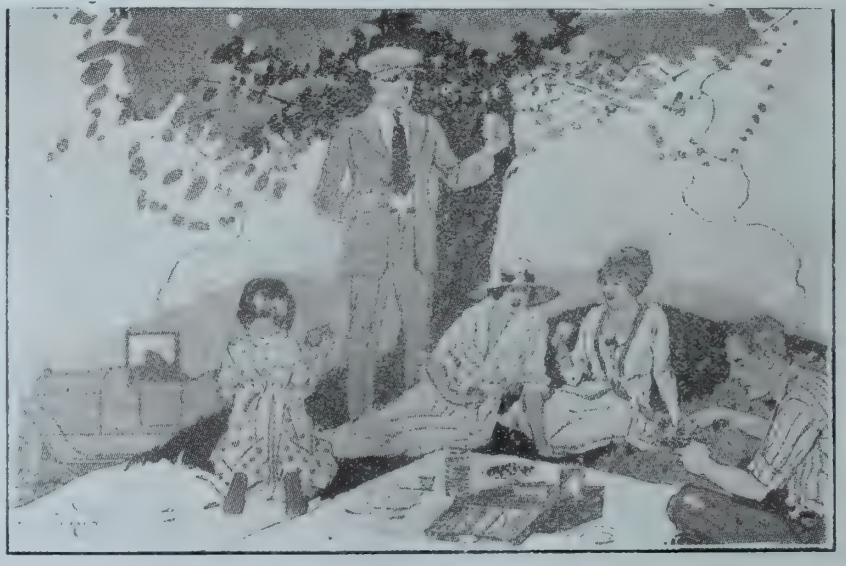
Apart from general accessories, the genuine Ford and Chevrolet parts are carried in stock. These are stocked in bins, numbered according to the numbers in the catalogues. When asked if it was not hard to sell these parts for the reason that a repair shop was not kept in connection, Mr. Goyette replied that only parts for the lighter well-known cars were kept, and in many cases the car owner was his own repair man. There would be no advantage in having a trained mechanic attached to the staff.

Spring Accessories for the Motorist

The selling methods of the Geo. A. McMurtry Hardware of St. Thomas, Ont., are described elsewhere in this issue. As specially applied to the sale of automobile accessories, it is noteworthy that window displays are an important feature. Note this display by this firm showing lines which the motorist will require at this season of the year. Tools, chains, gaskets, vulcanizers, tires, mats, etc., are popular lines at this time and they are well displayed herewith.

WINDOW DISPLAY WHICH SOLD SPORTING GOODS

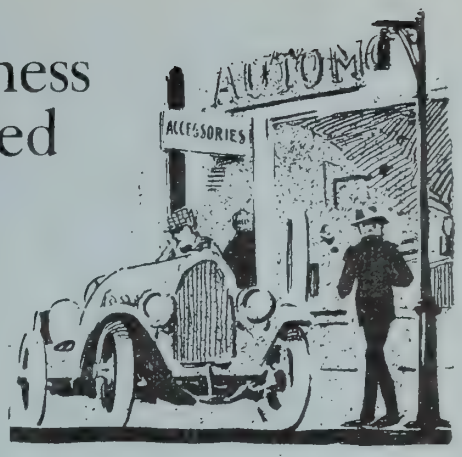
Moncton, N. B.—Sumner Company arranged a special window display with the N. B. championship skating races. A rink occupied the center floor space, the sides were banked with snow, and a race, in which the fastest amateurs in America are contending was shown just finishing. The "cut-out" figures were about 3½ inches high and were from photographs taken of them in action at the recent Canadian championship meet at St. John. Each one was numbered and a "key" furnished. The officials were also shown and the whole lay-out was complete in every detail. Back of this was a large panoramic photo of the 20,000 people on the shore and around the 8 lap course at Lily Lake last month. A very fine collection of medals and trophies won by Chas. H. Smythe, added to the interest which this unique window attracted.



Soon as the cold weather is replaced with the warm days of Spring and early Summer, the motorist and his family, friends and others are quick to take advantage of the opportunity for motor trips to favorite haunts.

Spring and early Summer motoring parties offer the hardware merchant a chance to sell auto accessories and many lines of camping and picnic equipment such as lunch sets, camp chairs, fishing equipment, etc.

Auto' Accessory and Tire Business Overflows—More Space Needed In Hardware Store



Circulars and Selected Mailing List Have Developed Wide Volume of Auto' Accessory and Tire Trade Throughout Ontario for George Potter, Kitchener, Ont.—Record Book for Tires Saves Many Adjustments

GEORGE Potter, hardware merchant of Kitchener, Ont., is another hardware man in Ontario who goes in extensively for the sale of auto accessories in connection with his regular lines. The big end of his accessory business is in the sale of tires and tubes and in this branch of trade has ramifications which include customers all over Western Ontario from Toronto to Sarnia. All of this tire business is entirely on the retail basis. While he considers himself a distributor Mr. Potter adheres rigidly to the retail trade.

Speaking to Hardware and Metal regarding his sales system, Mr. Potter declared that he has built up an ever growing trade, through a reputation for rock bottom prices coupled with a good record of service to customers. He declared that the tire and tube end of his business has grown so rapidly that recently he was forced to abandon certain other departments so that they could be turned into ware-rooms to handle the increasing stock which it is necessary for him to handle

Securing Mailing List

Asked regarding the method he pursued in building up such an extensive trade, Mr. Potter declared that after he once entered the retail tire and tube business he immediately got into touch with the offices throughout this section of the province that were issuing motor licenses. He paid the stenographers in these offices one cent a name for all of the owners in their several districts. In this manner he came into possession of a very valuable mailing list. His next move was to issue circular letters to all owners whose names he had setting forth in the circulars the advantages to be gained by buying tires. Asked what luck he had with replies to these letters he stated that he judged he had at least a 60 per cent. reply to the first and subsequent circulars which he sent out.

POINTERS IN SUCCESS OF AUTO ACCESSORY TRADE IN GEORGE POTTER HARDWARE, KITCHENER, ONT.

Widespread reputation for rock bottom prices combined with good quality and service.

Live prospects on mailing lists receive carefully planned sales letters.

Letters bring replies to the extent of 60%.

Careful buying more important than careful selling.

Record book for tires saves many adjustments.

Hardware and auto accessories work well together. Customers in one are prospects for the other.

Simple window displays emphasizing prices.

As a business-getter he declares the circular cannot be beaten as far as the sale of tires and other accessories is concerned. It was by means of these circulars that he built up a business that now extends throughout Western Ontario. Herewith are shown two samples of circulars sent out.

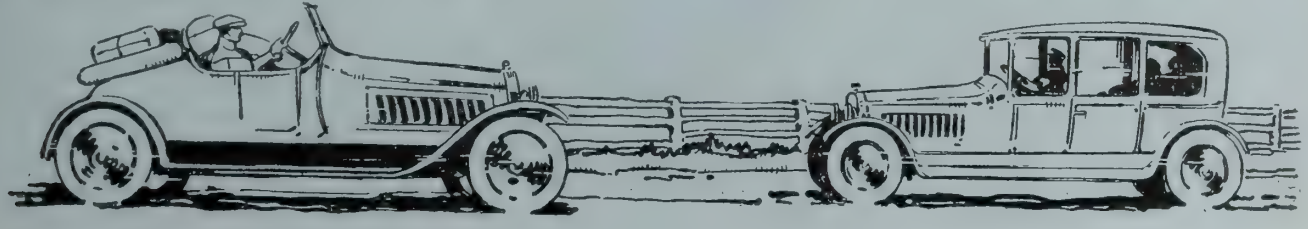
Mr. Potter speaking about his methods emphatically declared that the secret of success lies to a greater extent in buying rather than in selling. He never buys unless in such large quantities that he can in turn sell at a price which makes it worth while for the tire and accessories customer to trade with him. In the simple matter of chains alone, he buys in such quantities as to make it more profitable for local and outside trade to purchase their chains from him.

Record Book for Tires

Another interesting feature of Mr. Potter's system in connection with the handling of tires and tubes is that he keeps the rubber end of the accessory department entirely separate from his hardware business as far as bookkeeping is concerned. The first thing he does in connection with a tire sale is to get the number of each tire sold, t name of the purchaser and the date of the sale. This information he records in an indexed account book. Mr. Potter says that his little book has saved him more money in adjustments than would be at first imagined. He cited the case of a man who came into his store recently asking for an adjustment on two front tires which he claimed did not stand up under a fair test. He stated emphatically that the tires were purchased in the spring and should have been good for many months to come. Mr. Potter took the numbers of the tires in question and referred to his index book. Here he found that the tires were purchased in June. When the customer saw the record, he promptly recalled that the date was correct and declared that he never dreamed it was so long ago that he had purchased the goods. He went away much more satisfied with the deal he made on those tires than when he came in.

Hardware and Accessories Combine Well

Touching on the relation of the accessories department with the regular hardware business, Mr. Potter finds that the two departments in no way interfere. On the contrary he is certain that the one contributes to the other. Association with customers in accessor-



ies has led to the forming of a new line of regular hardware customers. The service which he has been particular to give in the accessories trade has led customers to look for the same service in the hardware line. His business methods work out to the benefit of the accessories trade through regular hardware customers, who finding service the watchword in this department naturally look for the same watchword in the accessories and quite naturally become customers.

The only display which Mr. Potter uses is the lining up of a number of various brands of tires in his window with a large card indicating the prices. This is done whenever Mr. Potter has special bargains and it never fails to draw. He states that the modest window display has drawn better than newspaper advertising. In this connection Mr. Potter claims that it is the price at which he offers his tires that brings the business and he would not be able to offer such prices if it were not for his keen buying methods.

Numbered among Mr. Potter's regular customers are people in every town and city in Western Ontario. He has regular customers in Sarnia, Windsor, London, Toronto, Woodstock, Stratford, and other Western Ontario points who order regularly through the mails. Their orders cover everything in the accessory line. This trade by mail he attributes entirely to the success of his circular system.

FRENCH TARIFF DISCRIMINATES

Discrimination against Canadian goods through French tariff provisions was refered to by the Canadian Manufacturers' Association deputation in Ottawa. The French Government has exempted United States goods from increases applicable under the French general tariff, although not ob'iged by treaty to do so, while it continues to apply those increases against Canadian goods. The result is that on Canadian goods (other than the few lines which, by treaty, are subject to the French minimum tariff rates) France levies double to three times as much du.y as she levies on similar goods imported from the United States.

The following Canadian products, among others, now suffer under this tariff discrimination if shipped to France: Wrought iron, iron bars, steel bars, welded or not, furniture, pianos and organs, phonographs, varnishes, machine tools, locks, many forms of hardware, metallurgical a'loys, valves, brass goods, agricultural implement parts, shafts, screws, bolts, link belting, spark plugs, etc.

The Government was asked to press for the immediate removal of this tariff discrimination against Canadian goods, and the manufacturers were assured that the matter would be taken up with the proper French authorities.

GEO. E. POTTER
DISTRIBUTOR OF
AUTOMOBILE TIRES
29 KING ST. EAST
KITCHENER, ONT.

Mr. Auto Owner:

1921 was sure a great tire season for us.
We are going to make 1922 still greater.

Our adjustments were not one in fifty.
We credit this to the tires we sell.

We carry all sizes of the best make of tires.
8 different makes. 15 different treads.

You are by Law obliged to have lenses on your car.

We have all sizes. Government approved.

We carry in stock a full line of Tubes, Patches, Shoes, Reliners, Oils, Greases, Grease Cups, Radiator Stopleak, Leneogas, Pumps, Horns, Jacks, Cements, Repair Kits, Spark Plugs, Tools, etc.

Buy where you wish

You cannot get the prices or adjustments elsewhere that you can here.

If you cannot call write for prices, giving size of your tire.

Yours truly,

G. E. POTTER

GEO. E. POTTER
DISTRIBUTOR OF
AUTOMOBILE TIRES
29 KING ST. EAST
KITCHENER, ONT.

Mr. Auto Owner:

We want to have a heart to heart talk with you. So here goes.

Every Tire you do not buy here—we lose the profit on it.

Every Tire you do not buy here—you lose money on it.

Bad Business for Both of Us.

We have the Tires—Dominion, Maltese Cross, Goodyear, Goodrich and Dayton Airless.

We have the Price—$14.75 to $125.00.

We have the Stock—200 Tires and 12 different Treads.

We have the Guarantees—3,500 miles to 10,000 miles.

We have the Oils—C. S. Motor, Polarine, Cup Grease.

We have the Accessories—Pumps, Spark Plugs, Interliners, Patches, Wrenches, Oilers, Grease Cups, Sponges, Tire Irons, Etc.

Why not save your dollars when the saving is good?

We want your trade. Won't you give us a call?

G E. POTTER

Two samples of the letters sent out by Geo. E. Potter, hardware merchant of Kitchener, Ont., in connection with automobile accessories. These letters, distributed to a carefully selected mailing list, have brought good response. Note the interesting style and effectiveness which it gives.

Increasing Profits Without Adding to Overhead in the Auto' Accessory Dep't.

Accessories When Properly Merchandised Can be Made Big Profit Producers—Seeing What Each Car Needs and Calling the Owner's Attention Brings Much Business—Average Profit of 33 1-3%

By R. W. SHERMAN, Merchandising Director, Automotive Equipment Association

THE question of increasing profits without adding to overhead is one of tremendous interest the year round.

It has been found that the sale of automotive equipment presents an opportunity for all men in the automotive industry coming in contact with the buying public to accomplish the most desirable feat of increasing profits.

One of the many reasons responsible for this opportunity is the fact that the dealer does not have to hunt for customers. In every other business vast sums are spent for advertising. Eighty per cent. of this advertising expense is undertaken with a view to getting the prospective customer where he can see the merchandise. Department stores spend millions every year in dressing windows, writing letters and in other expensive methods of appealing to the buying public in an effort to get them inside the establishment. The gas pump, air line, etc., bring to the door of the hardware merchant a steady procession of car owners who need and want the products he has for sale. Their need for gasoline, oil and service is a much more effective drawing card than the expensive advertisement of firms in other lines of business. The men with whom the dealer comes in contact are all capable of absorbing this merchandise. All he has to do is "Ask 'em to Buy."

Every Car Owner a Prospect

A second point is the fact that every car owner is a prospect. It is exceedingly doubtful if there is a single car on the road to-day that could not be improved by the addition of at least one article of automotive equipment. A scrutiny of the cars that drive up to the average gas pump will demonstrate conclusively the truth of this statement. Dealers who make an effort to see what each car needs most, and call the owner's attention to the article that will help him most, will find a gratifying increase in their profit at the end of the month.

The sales are easy for two reasons. The usefulness of the article is great and the cost is comparatively small. The purchase of any of the numerous articles of useful equipment is an investment that pays large dividends in comfort, safety, appearance or performance of the owner's car.

A stock costs little. A very complete and representative stock of automotive equipment can be secured for a few hundred dollars. The dealer who has never stocked or sold this merchandise can, for less than two hundred dollars, put in a stock that will turn over rapidly and return him a large profit on his investment in a very short time.

The weather helps sales. There is no particular season for the sale of automotive equipment. Many of these articles are designed to fit seasonal needs. There are articles of equipment to aid the motorist in cold, hot, dry or rainy weather and irrespective of the kind of day it is, there is always some article of automotive equipment that will make a strong appeal to the car owner.

Goods are always ready for delivery. It is never necessary to run out of stock, no needless waiting for goods, no turning back of deposits collected from customers. There is always something that can be sold and delivered at once. In the event of a customer wanting a particular article that the dealer does not have in stock, this can be obtained from the nearest jobber generally within twenty-four hours from the placing of the order.

Special Salesmen Not Necessary

Special salesmen are not necessary. Anybody in the organization can sell automotive equipment from the office boy and stenographers to the manager and the proprietor. All that is necessary is a contact with the car owner, a knowledge of his needs and a knowledge of the article that he requires. A few minutes' explanation of the advantages of applying it to his car, a suggestion that he purchase it and the sale is made.

RAY W. SHERMAN,
Merchandising director Automotive Equipment Association

Competition is not keen. If a man is in the market for a car, for a house or a piano half a dozen salesmen are chasing him in an endeavor to secure the order. Expense accounts are run up and when finally one of the men makes a sale the remainder have to write off their expense accounts to profit and loss. This expense is not necessary ir the sale of automotive equipment. When the prospect has purchased a car, a house or a piano, he is out of the market, when he has purchased an article of automotive equipment he is still in need of many articles and is still a good prospect for the dealer. He never ceases to be a prospect for something.

It can be made largely a cash business. Almost every man who can afford to purchase a car can afford to, and will, pay cash for the automotive equipment he put on it. Getting cash for goods sold is an effective means of increasing profits. Goods sold on time are not so profitable.

Profits are Big

Profits on automotive equipment are greater. The profit, to the dealer, on automotive equipment runs from 25% to 50%. The average profit on a list of six hundred articles of automotive equipment figured out at a shade more than 33 1-3%. The profit on an hour of labor in the shop is a few cents, sometimes nothing. The profit on the sale of a car runs from 15% to 25%. The overhead on the selling of automotive equipment is almost negligible, no extra salesmen, extra time, expensive equipment or costly stock investment are necessary. If developed to the maximum the profits of this department can be made most attractive.

Opportunities for Sales Unlimited

Opportunities for the sale of this merchandise are unlimited. The customers who come to the gas pump all need automotive equipment. The men who bring their cars for slight repairs and service can be sold articles that their cars need. Sales can be made over the telephone. Where a repair shop is also conducted a man brings his car in to have the valves

ground and carbon cleaned. It may be found that his pistons are pumping oil due to faulty rings. Call the owner up, tell him of the condition of his motor and suggest that he have new rings put in which will overcome this trouble. He will appreciate the interest you show in his car and nine cases out of ten will tell you to put in the rings.

Shops catering to storage customers can have their men look over the cars during the night. Test the horns, look for broken headlights, or bad bulbs, see that the spare tires are in good condition and fully inflated. Where a spare rim is found without a tire or with a blown-out tire on it there is an excellent opportunity for the sale of a tire and tube. Dealers who look for the defects in the cars stored with them and suggest to the owner the purchase of the article which will remedy this defect can develop this most profitable department of their business.

No special knowledge is required in order to make sales of this merchandise. Anybody can sell. The following instances will show how easily these sales are made and that it is purely a question of "Ask 'em to Buy."

In looking over the cars that stop at the pump for gas you will frequently find tires that are not inflated to the proper pressure. One dealer found the following conversation brought him a good profit for a moment's conversation.

DEALER: "Your right rear tire looks a little soft. Have you a tire gauge?"

OWNER: "No, I haven't."

DEALER: (Taking bill in payment of gas) "I'll bring one out and test that tire." (Goes for change and brings back gauge, tests tire and inflates it to full pressure). "Running on soft tires breaks down the side walls and shortens the life of your tires. One of these gauges tells you just how much you have. Tires fully inflated deliver maximum mileage. It costs only a dollar and a half and pays for itself fifty times over on the first set of tires."

OWNER: "Dow do you use it?" Dealer shows him, tells him necessary pressures, etc.) "All right, I'll take it."

Another dealer specialized on rainy days. After giving a man gas, he would take a chamois out of his pocket and wipe the windshield.

OWNER: "Oh, don't bother! She'll be all smeared up again in a minute."

DEALER: "Why not let me put on a windshield wiper? You can give it a swing every few minutes and save yourself a lot of inconvenience, possibly avoid an accident."

OWNER: "How much are they?"

DEALER: "Only two dollars, and it may save you a serious accident."

OWNER: "Put it on."

Think it over and try it out. It won't cost anything to try and if tried long enough it will undoubtedly result in larger profits.

The profit on an hour of labor in the shop is small. Furthermore, you know beforehand almost what it is going to be. But you never can tell how great will be the profits in a few minutes of sales conversation with the car owner. Five minutes of sales conversation may bring more profit than hours of shop labor. Try it. "Ask 'em to Buy."

WHAT YOU SHOULD KNOW ABOUT AUTO ACCESSORIES

Anyone can sell accessories, no special salesmen required.

Competition is not as keen as in selling pianos, phonographs, etc.

Every car owner is a prospect for some accessory which will be useful and of small cost.

Average profit on list of 600 lines of accessories is 33 1-3%, and overhead expense is comparatively low in this department.

While 80% of ordinary advertising is spent to get prospects to a place to see the merchandise, the merchant selling auto accessories has the prospects come right to his store.

Accessory stock can be secured at small outlay. Goods always ready for delivery. A cash business. No particular season for business. Weather changes bring active trade in seasonable lines.

WANT CHANGE IN TRANSIENT TRADERS BYLAW

Kingston, Ont.—On the recommendation of the finance committee, the city council at its session on Monday night, passed the following resolution:

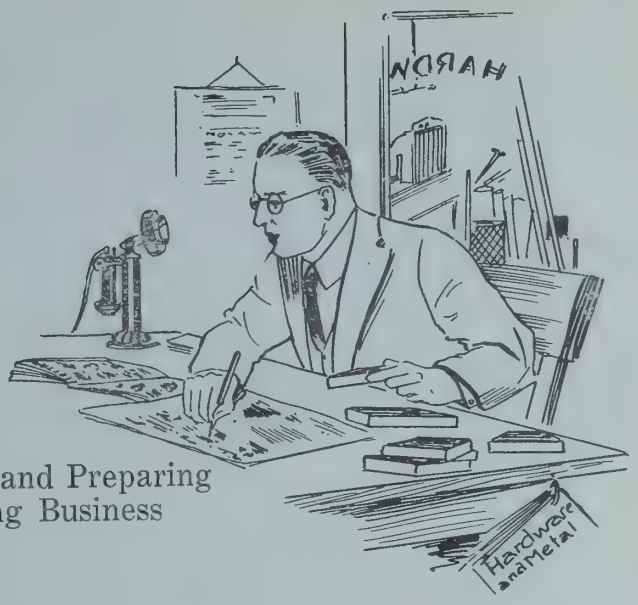
"That in regard to the Transient Traders' By-law, there are four distinct classes of Transient Traders to deal with, affecting civic revenues and protecting bona fide resident merchants. First, the trader who comes to the municipality on his own account, rents a vacant store for a short time, under the present maximum fee of $250. This amount should be increased to $500. Second, the trader who comes to stay, leases a store and shows every evidence of permanency, deposits $250 which is returned to him if he becomes a permanent merchant. No change. Third, the trader who comes to a municipality under the auspices of a resident merchant to solicit orders from samples. He should pay a license fee of $250.00. Fourth, the trader who brings a stock of merchandise to a municipality under the auspices of a resident merchant or auctioneer for a short period sale; he should pay a license fee of not less than $500 and the onus of proof of ownership of the goods be with the local merchant involved. That a petition be sent to the Ontario government, asking to have the Act amended so that municipalities may be allowed to pass by-laws to confirm the above, and that a copy of this resolution be sent to the member for Kingston."

Who Is Next?

FOLLOWING the lists of long service employees which have been appearing recently in Hardware and Metal, Thos. Davidson Mfg. Co., Montreal, have provided the following list of employees including executives of the head office and works of this company with twenty years or more of continuous service. T. R. Davidson, vice-president, points out that in addition to this list there are about one hundred with fifteen to twenty years' service and a great many with from ten to fifteen years. Following is the list:

	Years		Years		Years
A. O. Gee	53	J. A. Crevier	31	J. Laporte	24
R. McQuade	50	F. White	31	J. Guerard	24
J. Montbriand	45	H. Richardson	31	E. Durocher	24
J. Valiquette	44	F. A. McGee	30	C. Lavalle	24
O. Duchesne	44	G. Cadieux	30	W. P. Moore	24
F. Barratt	40	H. Tremblay	30	R. Cadorette	24
W. Jones	39	L. Cayouette	29	J. Lee	23
A. Lalumiere	39	G. Stump	29	W. Johnston	23
B. Mongeau	38	E. Mailloux	29	J. A. Parent	23
W. E. Barrat	37	H. Lavoie	29	W. Etier	22
H. Chardon	37	A. Brasike	29	H. Ingram	22
W. Thom	36	M. Durocher	28	A. Lafrancois	22
C. Cardinal	35	S. Coutu	27	A. Emond	22
A. Curtis	35	A. Bell	27	E. Drolet	22
W. Falconbridge	35	A. Ferland	27	J. W. Strachan	22
F. Dubeau	35	S. Bridgeman	27	J. Weeks	21
A. Caron	34	A. Paquette	27	J. Snow	21
H. Lalonde	33	J. Martin	27	H. Martineau	21
J. Pullan	33	J. H. Moeser	26	H. Bergeron	21
T. Goodwill	33	J. Langlois	25	A. Frenette	21
A. Daniels	32	F. X. Dussault	25	E. Ethier	20
D. Labelle	32	L. Lamontagne	25	T. Desmond	20
F. Montbleau	32	H. Malthouse	24	M. Bryan	20
J. Deschenes	32	H. Hurteau	24	A. Goyer	20

Getting A Spring Atmosphere Into The Advertising



Helps the Hardware Merchant in Laying Out and Preparing "Copy" for Spring Ads. Which Will Bring Business

THE FACT should not be overlooked by retail hardware merchants that judicious local advertising represents one of the strongest sales factors which is available. Especially under conditions now prevailing when the volume of business has declined somewhat and there is more competition for such business as can be done, the value and importance of the advertisement cannot be emphasized too much.

The principles which should be followed in connection with the advertising comprise the securing of illustrations of the lines to be advertised, the ability to briefly but adequately describe these lines, ability to make an attractive layout, all of which should follow only upon a thorough investigation of the effectiveness of the mediums to be used and which in turn should be followed with the linking up of other helpful forces such as window display, etc.

The range of lines which can be treated in connection with Spring advertising is very extensive and these lines lend themselves well to effective display. One outstanding advantage of Spring advertising is that everyone is anxious for the return of warm weather and the outdoor activities after the cold weather, and anything which makes a suggestion of the turn of the seasons is favorably received. It is important to get an "atmosphere" in the Spring advertising, and this when combined with aggressive "copy" will do much to start a buying movement of seasonable lines.

Some effective advertising of Spring lines by hardware merchants in various parts of the country will be briefly described herewith for the guidance of those planning advertising during the next few months.

As the season progresses refrigerator time will again be here. In this connection much effective advertising was done last summer on the grounds that food protection keeps down cost of living. This is an important point in connection with present-day merchandising, for it is a period of economy and everyone will buy where he can buy best. So too he is anxious to save whatever possible in connection with housekeeping expenses and the appeal for food protection and economy through the use of a refrigerator will oftentimes get a favorable hearing where otherwise it would fail. An ad is shown in which it is pointed out that the proper preservation of food goes a long way to reducing the cost of living in addition to making for health in the household in warm weather.

Early Start on Flies

The fly season will also soon be here and some effective advertising done early should result in a big sale of screens and doors. In one of the ads illustrated it is pointed out that it is just as easy to keep the fly out as to swat him once he is in, pointing out that now is the time to have the windows and doors screened. Another firm emphasizes "Screen Early" in all its ads., pointing out that by so doing the disease-infested fly is kept out of the home at the season when he does most damage.

Mechanics' tools for those handy around the house who contemplate some fixing up or new construction might also be advertised. It is noteworthy that in recent years property owners have become large purchasers of tools, realizing the saving effected by making minor repairs on their property.

Selling Spring Motorists.

Spring motorists' needs are many. Different grades of oil and grease are provided for lubricating the motor car in the summer months as compared with the winter and some authoritative advice on this subject might be given in the ad. An advertisement entitled "Scientific Lubrication" is shown herewith outlining some of the scientific developments which have provided a specific lubrication for the purpose required and by the use of which the maximum service is secured. An ad might well be devoted occasionally to such lines and including the wide range of accessories required by the motorist in the spring.

A spring opening was a feature of the Ingram & Davey Ltd., St. Thomas, Ont., store last year and it proved highly successful when conducted in combination with other effort. The setting aside of a particular time at which to announce the Spring Opening makes it stand out more clearly in the prospect's mind that now is the time to think of buying some of the required lines especially applicable to spring needs. In the Spring Opening ad. used by this firm, kitchen utensils are illustrated in view of the usual need for some new equipment along this line after the winter's cooking, brooms, electric appliances, lights, paints, sporting goods, tools, farmers' requirements, seeds, etc., are all dealt with.

Garden Tools

Dealing with garden tools, a recent ad. of a Toronto hardware firm says "Good tools make a big difference. Every gardener, whether amateur or otherwise, likes good tools to work with and will find at this store one of the finest assortments. In our stock is almost every tool, from a trowel or pruning knife to a lawn mower or roller, including spades, shovels, digging forks, rakes, hoes, etc."

A general ad. for Spring by the same firm says: "Now is the time to put your house in order. Repairs around the home which have been neglected all winter should be attended to now without further delay. You will be agreeably surprised to learn how much of this work you can do yourself if you just have a few good tools from our stock."

A special appeal to motorists is made as follows: "Begin right this season. Don't try to get along without a complete set of tools necessary for making minor repairs. You will find many helpful suggestions on visiting our accessory department."

McKelvey & Birch, Limited, Kingston, point out in an ad. entitled "Housecleaning Helpers," that Spring is coming with the open window and housecleaning times. To help in this annual operation paint for outside and inside use, washers, boilers, boards, etc., are illustrated.

An ad. by Mills Hardware Co., Hamilton, deals with step ladders, floor brooms, mops, floor wax, polishing brushes, porch gates, roller skates, kalsomine brushes, roofing, fencing, coping, saws, wall finish, tools, wheel barrows, washing machines, spading forks, lawn and garden rakes, lawn rollers. This represents a wide range of Spring lines, and all are illustrated and described.

Some Special Lines.

After the staple Spring lines are dealt with there are some other lines which might be treated, including for example, serving trays. An ad. on this line by an eastern merchant says "You can always find use for extra serving trays at your social functions and when the warm weather comes they'll be needed for serving ices on the verandah. The pretty oval trays we are showing are in mahogany effect. They are attractive and can be made more so by slipping a doiley under the glass bottoms.

Dealing with lawn requirements, another ad by a hardware merchant says "Keep Your Lawn Beautiful. Nothing so enhances the beauty of your estate, be it large or small, as a well kept lawn with the grass cut at frequent intervals A good lawn mower costs so little that no man should borrow his neighbor's, and with good care one will last almost a lifetime.

For spring and early summer camping trips, another ad reads "Make that trip a real joy with the right equipment. The seasoned camper goes armed with all the comforts he can carry along. It will pay you well to take the petty discomforts out of your trip by choosing at this store some of the following: tents, cook stoves, fishing tackle, thermos bottles, hammocks, axes, compasses, flashlights, auto accessories, outboard motors, etc."

Spring Lines Shown

The advertisements illustrated herewith feature roller skates, coaster waggons and other wheel toys for the children in connection with which it might be pointed out that with the clearing away of the winter snow and

A group of Spring ads dealing with garden tools, outdoor facilities for sport, etc., giving some good ideas for seasonable advertising.

the drying up of the roads the children will be anxious to get out their wagons, coasters, etc. Tools for the spring garden and lawn will soon be called for and due to the increasing tendency in recent years for home gardens to be planted, there will probably be a considerable repeat trade in tools, seeds, etc. Gifts for spring brides are also dealt with in some of the ads shown. The ad by Manville Hardware Co., Prince Albert, B. C., in addition to dealing with lines mentioned devoted a section of the ad. to paints, pointing out that "no other investment you can make will so amply repay in satisfaction and in dollars and cents value as the money spent on painting." Varnish and wall finishes are also dealt with as there is a big spring call for such lines to brighten up the home for the summer season and carry the spring housecleaning to a satisfactory conclusion.

A Western hardware merchant, C. H. Horsley, Castor, Alta., recently had a rather effective ad dealing with spring lines including locks, varnish, brushes, pipes and elbows. Regarding the latter he states, "It is easier to prevent a fire than it is to stop it after once started. See that pipes and elbows are in good shape for the balance of the season—replace the worn out with new pipe."

A range of suitable spring lines was recently shown by Congdon and Marshall, Dunnville, Ont. Dealing with floor varnish and paint, it states, "How about your floors, are they rough? Is it a hard job to keep them looking right. Let us show you how you can make them smooth and attractive at small expense and with little trouble. We have a fine stock of floor paints that will dry hard over night, floor varnishes that will not show heel marks or turn white."

Other items dealt with include alarm clocks, incubators and brooders, ironing boards which stand firm when set up for use and which can be folded away and put into a small space out of sight." Pipe wrenches, "the only kind worth buying are ones with a good grip that will release quickly when required and which have well tempered jaws." Cold solder, butcher knives, kitchen knives, etc., are also dealt with briefly and illustrated.

An ad by Northern Hardware Co., Edmonton, dealing with alarm clocks says, "Get up on time. No need being late for work, trust..... to get you up on time.....rings, runs and stays on time and he sells for....."

Concerning scissors it says, "people who appreciate the fine cutting qualities of real good scissors will buy our guaranteed.....and other well known makes at prices that are decidedly moderate."

Dealing with Spring builders' hardware lines, McAvity's, St. John, N. B., state, "Good tools. Our tools are welcome companions to careful and experienced work men. Particularly when a man has a job requiring very careful attention does he appreciate dependable tools that give real service. Careful workmen are steady customers at this store because they have proved by experience that our tools meet all requirements expected of them. YOU'LL get a lot of tool satisfaction by selecting here."

An ad by the same firm dealing with vacuum bottles says, "The dispenser of comfort that nowadays we can ill-afford to do without. Fruit juices, lemonades, any iced drinks, kept in a vacuum bottle can be poured forth hours later, still cold and dewy. Hot or cold beverages can be carried to work in the lunch kit.

(Continued on page 158)

The Flies are Coming

Be prepared—screen your windows and doors now with well made, close-fitting screens that will keep them out of the house. We are prepared to fill your screen needs with entire satisfaction—window screens and screened doors in the wanted sizes, each one well made, frames of well-seasoned lumber covered with good quality wire netting. We can screen all your windows and doors at small cost.

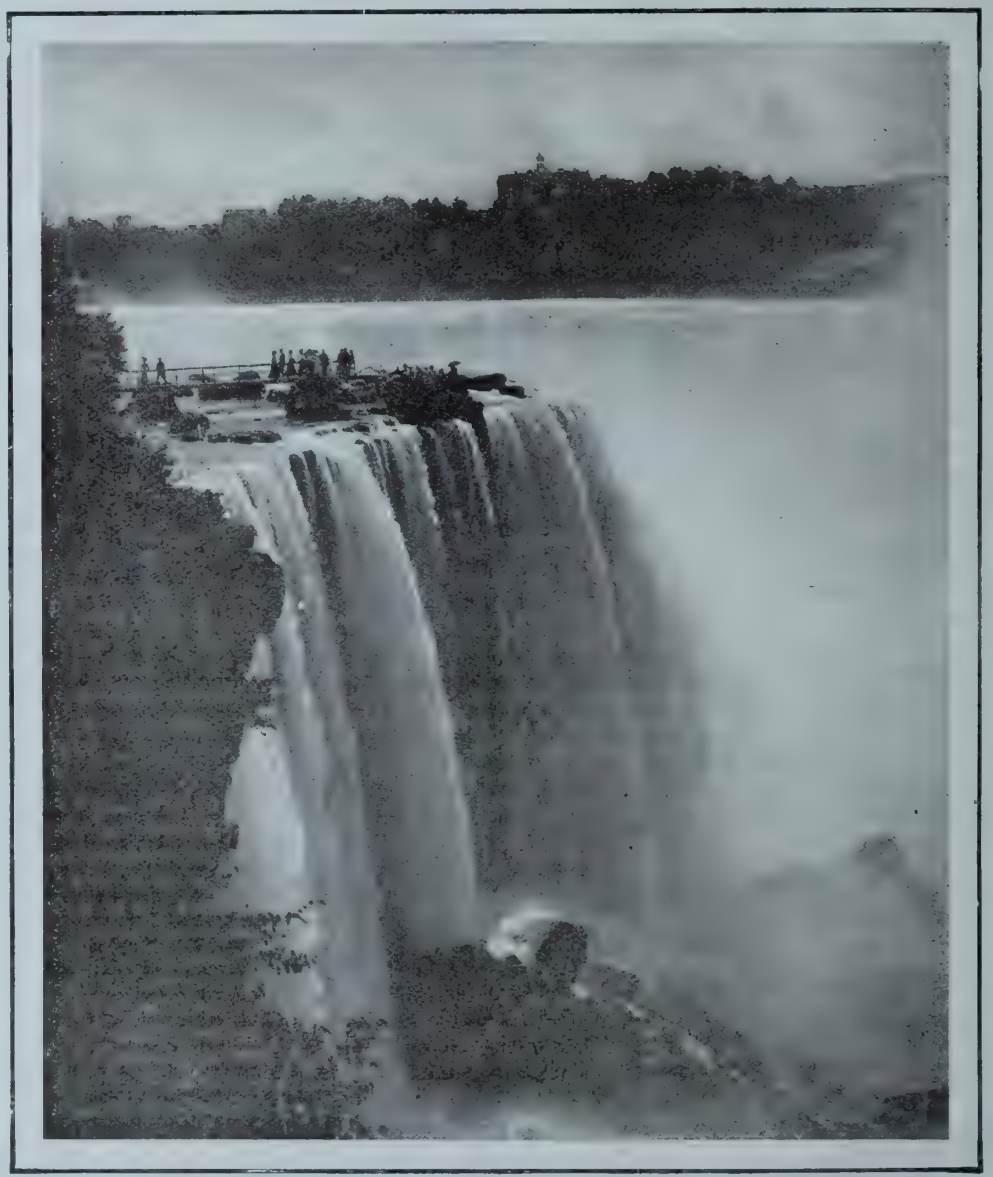
Estimating Electrical Requirements

Estimated That $105,000,000 Will be Spent on Electrical Appliances in Canada in Next Three Years—Setting a Quota for the District and Plans Which Will Help Achieve That Business—Increasing Production of Electrical Energy Throughout Canada and Educational Effort Guarantees Widening the Volume of Business.

IT IS doubtful if any industry has undergone as rapid growth and development in recent years as has the manufacture and distribution of electrical equipment. Nor is there any industry which has better prospects of an ever widening field for future trade. In all provinces of the Dominion the development of electrical power from natural sources such as waterfalls, is proceeding apace. In Ontario the great Niagara, which is illustrated herewith, continues to provide motive power, light and heat for the industries of the province, and recent development of the Chippawa scheme has added greatly to the production of electricity in that section.

The plan suggested for the development of the St. Lawrence river waterways provides that the revenue from the sale of electric power, generated by the vast waterpower of that river, will pay the charges on the capital invested in deepening that river for ocean trafic. Progress is also being made in the prairie provinces and British Columbia, for the harnessing of natural waters to provide the much needed electricity for which an increasing number of uses are being found.

This development, indicates that no fear need be held as to the future volume of electric power to be available. Therefore steps to encourage the wider use of electricity in industrial and home life may be encouraged. A glance at the possibilities in Canada indicate that there is a wide field for the use of electric appliances which are sold by the hardware merchant. It has been estimated that in the next three years Canadian people will spend in the neighborhood of $105,000,000 in electrical appliances including fixtures, irons, lamps, toasters, percolators, vacuum cleaners, etc., but exclusive of wiring and repair work. This figure is said to have been established by authorities who have based their deductions on past and present conditions and average requirements.



The falls at Niagara, below which are the electrical development units which produce the necessary energy for motive power, heating and lighting throughout Ontario.

At the present time the average electrical development per capita in Canada, is second only to Norway, and this country has the greatest available sources of electrical power development in the world. Canada has as high a percentage of wired homes according to population, as any country in the world, and more than well developed countries like the United States. This indicates the range of possibilities in connection with the sale of electrical appliances, as wired homes are prospects for a wide range of electrical goods.

It is estimated that by the middle of this year there will be approximately one million homes in Canada using electricity, and while a fair portion of these homes are enjoying the use of electric current for lighting, there are only about 5 per cent. of these homes which enjoy the advantages of the labor-saving devices.

The figure of $105,000,000 formerly mentioned, was arrived at by estimating that every home must have an average of ten lamps a year, thus, giving

It has often been said that one of the really effective factors in selling electrical appliances is that they carry such a strong appeal both from the standpoint of beauty and facilitating of work. The beauty of a display of electric fixtures, lamps, etc., as illuminated at night is well revealed in this display by Ingram and Davey, Ltd., St. Thomas. This firm has some novel ideas in connection with the sale of electrical appliances as set forth in the article herewith.

30,000,000 lamps required with an average value of $15,000 000 (not including lamps for stores, offices and factories.) Sales of ironers and toasters are estimated at about $2.000,000, based on past requirements. Then there is the vacuum cleaner and the clothes washer, both articles whose popularity is greatly increasing with the housewife who is being educated to the economy of time-saving in house cleaning. The electric range is also expected to have a much larger sale in the next year or two than in the past. In addition to these items there are the fixtures, fans, heaters, etc.

Having in mind this broad list of articles it is not thought to be out of the way to estimate that each wired home will spend $35 per year for the next three years on electrical appliances. This multiplied out gives the total referred to. It is estimated that 100.000 homes how good they are. Both of these ranges and sundries, making a total of $30,000,000; 100,000 homes will spend $200 each for electric washers, fixtures, etc., totalling $20,000,000; 300.000 homes will expend $100 each for vacuum cleaners, fixtures, etc., totalling $30,000.000; 200,000 homes will spend $80 each for fixtures and sundries, totalling $16,000,000; 300,000 homes will spend $30 each for small items, such as lamps, etc., totalling $9,000,000. Grand total $105,000,000, not including wiring and repair work.

Having in mind these huge possibilities, the merchant should be able to size up his local requirements and make plans to get his share of it. He can divide the population of his district proportionately with the totals for Canada, as shown above, and get a fair idea of what his district should be able to produce in the way of electrical trade.

Hardware Merchant Outdistances Hydro Shop in Selling Electric Appliances

Persistent Demand of People in Rural Districts for Electric Power Broadens Field of Trade—Must Take Care Not to Overstock in Certain Lines.

WITH SURVEYS under way for a dozen extensions of hydro radial lines into the district around St. Thomas, Ont., and petitions being forwarded continually asking for the construction of other lines, Ingram and Davey of St. Thomas, Ont., are looking for a steady growth in the big electrical trade they have already built up.

For some time past the St. Thomas hardware firm has been one of the largest distributors of electrical goods in Western Ontario and their special display rooms for electrical equipment on the second floor of their store have come to be regarded by the people for 25 miles around St. Thomas as the headquarters for anything they require. This hardware firm has not only met the local hydro shop and a dozen other firms who are handling electrical lines, but has distanced them and is still making new sales records.

People Are "Sold"

"The people are 'sold' on electricity," said Lawrence Davey to Hardware and Metal. "They know by actual experience that it will do their washing or light their home and perform a dozen other things quickly and efficiently and economically. That is one reason why there is such an enormous demand for power lines from the country districts. The farmers and their wives who are at present without hydro will not rest until they are enjoying the comforts an conveniences that others are having. this offers splendid business opportunities for the merchants who are handling electrcial goods. There is really a double opportunity. The man or the woman who has purchased one or more electrical articles knows from experience what they will do and will not be satisfied until other conveniences are secured. These people are most enthusiastic boosters for electrical equipment. Then there is the person who has no electrical conveniences but who knows from seeing them in other peoples' homes how good they are. Both of these classes of people are real 'live' prospects."

Ingram and Davey have been going after the electrical trade by arranging splendid window and store displays and backing them up with attractive advertising. As may be seen from the illustration one of their big show windows is frequently used for boosting sales of electric lamps and other lines.

A window like the one shown carries a real appeal to every home maker, just as soon as he or she sees it. It makes an excellent display in the day time and an unusually fine display at night when the lamps are lighted. The desire to buy one of those cosy comfortable looking lamps and have it in ones own home is irresistible to scores of men and women who have none and the window displays have been directly responsible for any number of sales.

Other lines are frequently shown and demonstrations of washing machines, vacuum sweepers, electric stoves and other utilities are held regularly and with excellent success.

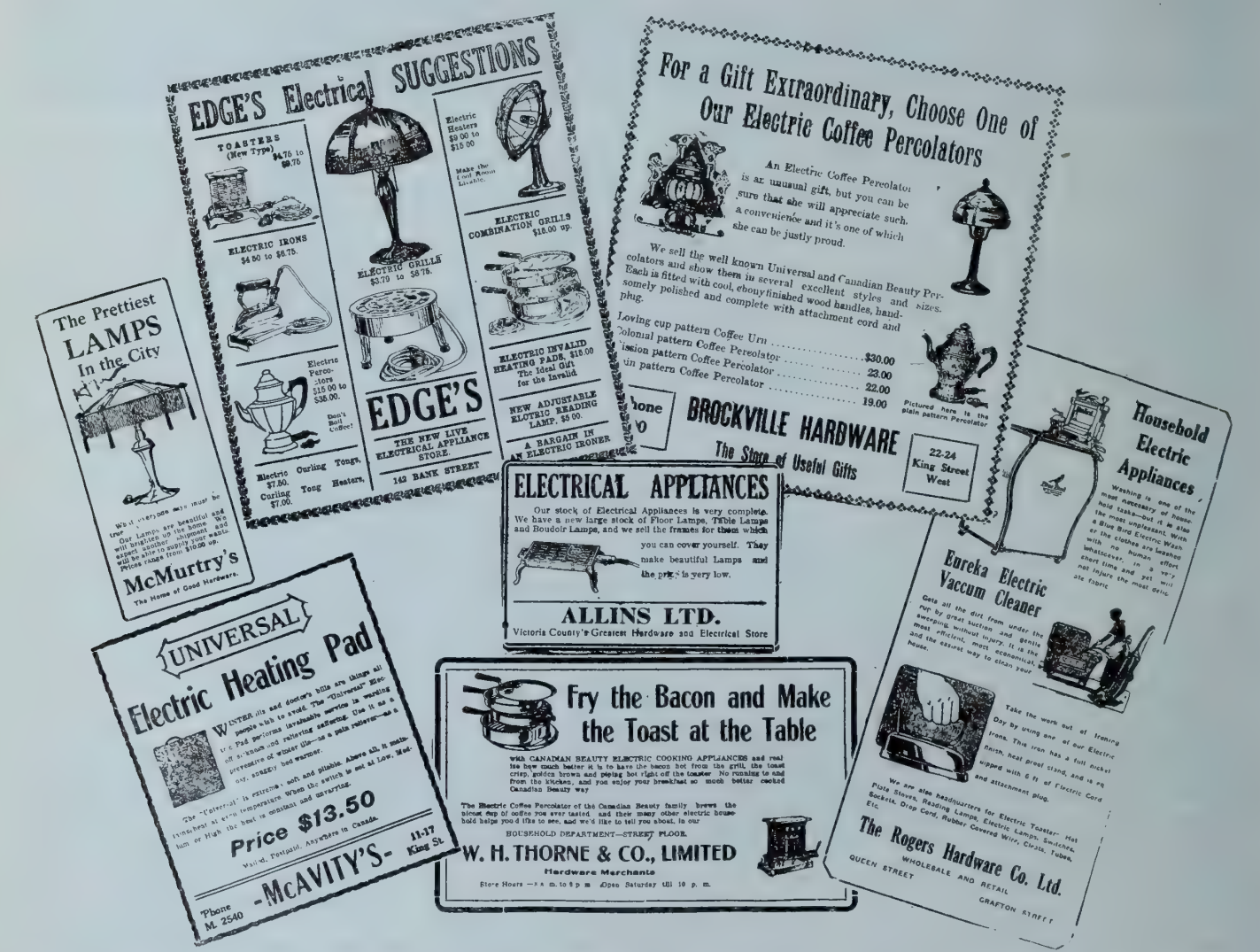
An All Year Line

"One of the beauties of the electrical trade," said Mr. Davey, "is that it is an all year business. There are seasonable lines of course such as electric fans but the demand for stoves, lighting fixtures, sweepers, etc., knows no seasons. We usually sell a large number of electric lamps for Christmas gifts but during the spring and fall wedding periods there is a big call for them also and they make really handsome and serviceable gifts that are appreciated in any home."

The bride who gets a nice electric lamp and an electric iron is not long in wanting an electric washer and an electric sweeper, or a big electric parlour or hall lamp. Then she wants an electric stove and a fan and other equipment and the more she has the more she wants and she tells her friends about them and they want them

(Continued on page 153)

Some Hardware Merchants Electrical Ads.



Some recent advertising of electrical appliances by hardware merchants is indicated in these reproductions. The ad. by G. McMurtry, St. Thomas, Ont., deals with portable reading lamps. A wide range of electrical appliances including toasters, irons, percolators, lamps, grills, heaters, etc., are illustrated in the ad. by W. G. Edge and Company of Ottawa. Brockville Hardware Company, Brockville, Ont., suggest percolators, lamps, etc., as suitable gift lines, and Allins, Ltd., Lindsay, Ont., advertise a very complete stock of appliances. Rogers Hardware Co., Charlottetown, P. E. I., advertise washers, vacuum cleaners, and irons and numerous other lines indicating that as far away as Prince Edward Island the hardware trade is actively selling electrical appliances. The ads by W. H. Thorne and Company and T. McAvity and Sons, St. John, deal with heating pads, grills, toasters, etc., in an attractive and effective manner.

A Lock Display Sells Other "Finishing" Lines

A Lock "Parlor" Which is no "Sitting Room"

Flett's Limited, Vancouver, With Most Complete and Exclusive Range of Lock Sets Have Developed Active Business—Most Other "Finishing" Lines Depend on Lock Satisfaction—Tools Accessible to Customers—Some Pointers for Sporting Departments.

"I WOULD like to see some of your door locks!" In the J. A. Flett store in Vancouver, a request like the above is the cue to be shown into as complete a "lock" parlor as is to be seen in the West.

In a special room, within the store, locks of every size, design, color and finish are displayed mounted on wood. Each lock, and its fittings, is mounted exactly as it would be on the "job" and its bolt action, method of mounting, and completed appearance need not be described, they can be shown and demonstrated.

The three walls are composed of cabinets. On the doors various plates and handles, pulls and stops are mounted, and on further sliding panels within the cabinets, further choices of ornate locks and fixtures are likewise mounted.

Harmonize With Various Woods

Samples of all the usual finishes in woods are shown, with locks in designs and finishes that harmonize, are displayed for ready comparison.

Hardwoods and softwoods, finished in mission, greys, naturals, flemish, rosewood and mahogany, in infinite varieties, serve to demonstrate the many beautiful designs and finishes in which locks, hinges, knockers and letter boxes can be purchased in the store.

Either the prospective homebuilder, or the contractor may find here many suggestions for unique finish, at the same time he is shown the patterns and styles that will suit that finish best.

Every inch of the "lock parlor" as shown above has been utilized to best advantage by Flett's Ltd., Vancouver, in displaying lock sets. A wide range of door plates, knobs, letter boxes, night latches, door chains, etc., is shown, and the tastes of all up to the most exclusive requirements can be met.

Some of the locks are quite patently built for strength; their mechanism is designed to foil the deliberate housebreaker. Others are highly ornamental, and made to meet the demands of the builder with "period" architecture in mind. Whatever the factors that govern the choice of locks, that prospective customer will be seated at an oak table, in a comfortable chair, and locks, hinges and window catches, etc., will be shown to him in any style that he fancies. They are all in full display around him, in seemingly endless variety. Ample lighting makes the examination of all samples a pleasure.

P. D. Gordon, the present proprietor, came from Fort Saskatchewan two years ago, where he sold out his interests in the Gordon & Dubuc business.

Hinges on Lock Satisfaction

Speaking of his lock department, Mr. Gordon said to Hardware and Metal, "All the finishing hardware purchases

hinge on the satisfaction that the buyer gets on locks. All the other odds and edds that go to equip a building, I mean the sundries that the hardwareman sells, are bought in terms of locks. We have as full a range of locks as can be found in almost any city; our sales of finishing hardware respond very creditably to our efforts to show a complete line." A line of theatre fittings, panic-door-bolts, etc., is also shown.

Unlike the business in Fort Saskatchewan, which was a general hardware business, Mr. Gordon is, in the J. A. Flett Ltd. business, specializing in four departments only; finishing hardware, sporting goods, tools and cutlery.

Tools Accessible to Customers

The range and completeness of the tool and precision instrument display may be gauged from the photograph. The feature of this display is, of course, the fact that it is accessible to the purchaser. The mechanic in search of a suitable tool for the particular purpose he has in mind, is not kept back by a counter; he can get as close as he likes to examine the various offerings.

Athletes in Sporting Department

"In the sporting goods department," said Mr. Gordon, "we employ as salesmen only those who have distinguished themselves in athletics. We find it as helpful to have sports to sell sporting goods as we do to have enthusiastic anglers to sell flies, spoons, rods and creels to fishermen."

The fishing tackle is displayed in large show cases devoted to fishermen's supplies. Large show cases show all the sundries that the golfer needs.

Rifles and shotguns are displayed in racks, and various sizes of ammunition suited to the various makes of rifles are neatly displayed above the gun racks.

Among the sporting goods this merchant included the wool sweaters, caps, and sox used in lacrosse, football, hockey, basketball and also baseball suits.

In order to get a reputation for being a headquarters for these garments, a full range of sizes and color combinations for all schools, colleges, university, teams and clubs is maintained at all times.

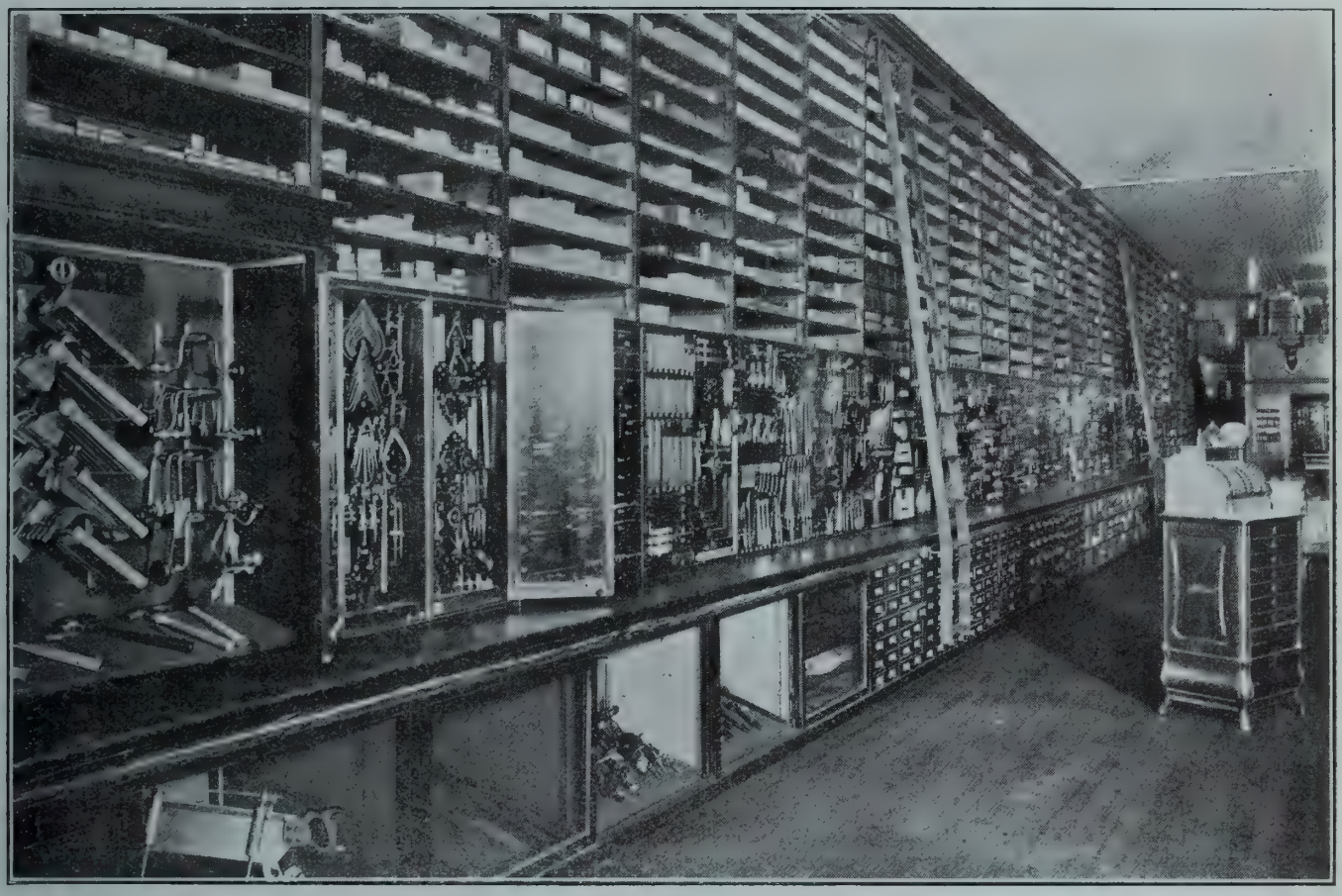
"The trade of athletes and players must be cultivated continually," says Mr. Gordon, "it is not something that you can acquire in a short drive with cut prices. We have found the best scheme to attract the attention of the various athletic bodies, is to donate cups, trophies, medals and prizes at the various track meets, and for league games."

The whole appearance of the Flett store is very fine; the dominant feature, however, that catches the customer's attention, is the de luxe loc room, which scintillates like the "cut-glass parlor" in the metropolitan jewellery store.

Cultivating Trade of Athletes and Sports

Much of the success of the sporting goods department is due to having a complete stock and to cultivating the trade of athletes and local sports. Modern store equipment here reveals attractively, a wide range of sporting goods including rowing machines, baseball bats, footballs, tennis racquets, boxing gloves, fishing supplies, rifles ammunition, baseballs, etc. Note the special racks for baseball bats, and the attractive arrangement of the other lines with reserve stock easily accessible on ***shelves above the displays.***

Tools Easily Accessible To The Customer



Having the tools, precision instruments, etc., handy to the customer to examine closely, has greatly helped the sale of these lines for Flett's Ltd., Vancouver, B. C. A wide range of tools and instruments is here shown, each neatly arranged and displayed to the best advantage in wall cabinets or with samples affixed to wall cases. There is plenty of room for reserve stock on the shelves above and in the drawers below the display. No counters keep the customers from walking right up and handling the prospective purchaser, and this helps greatly in the sale of these lines.

HARDWARE MERCHANTS OUTDISTANCE HYDRO

(Continued from page 150)

too, at least that is the experience of Ingram and Davey.

Mr. Davey regards the firm's window and store displays of electrical goods as one of the best possible advertisements they can have. At all times these goods are kept in their very best conditions. They naturally lend themselves to making an attractive display, but by keeping them spotless at all times, and attractively arranged in the show room an added appeal to the buyer is made.

The firm has developed a nice trade in lamp shades. Two plans are followed in connection with this business. The firm will either sell the prospective buyer a shade all finished and ready to put on, or she can buy the frame and materials and make it herself. Some women like to do this.

"One thing a merchant has to watch in the lamp shade business," said Mr. Davey, "and that is not to get too many of any one kind on hand. The styles change so rapidly that the stock must be kept up to the minute, but they are good sellers and carry a nice profit and we find lamp shades a good line to handle."

A Special Stand

The firm's business in shades has developed to the point where they are warranted in equipping a special section where nothing but shades are shown. These are mounted on a simple and easily constructed display stand and sockets are wired and connected up under the shades so that the prospective buyers can see the lights turned on and judge for themselves just how nice they are going to look in the home.

OWEN SOUND CEMENT MILL BEING DISMANTLED

The Shallow Lake cement mill near Owen Sound is being scrapped. Part of the machinery is being taken to Lakefield by the Canada Cement Company. The plant has been inactive for about 15 years. It was at one time one of the largest cement plants in Canada. The original plant at Shallow Lake was built 38 years ago, to manufacture Portland cement by a process discovered by the late R. J. Doyle. The bottom of Shallow Lake was covered with great deposits of marl. The first plant was destroyed by fire and was replaced by another that was more efficient. Employment was given to from 500 to 600 men at the busiest times.

The marl process was found to be less economical than later methods utilized at Port Colborne, Lakeview, Belleville, etc., and the Shallow Lake plant was closed by the Canada Cement Company soon after the merger was formed.

Plan of Layout of a Sheet Metal Shop

Trend Toward Higher Efficiency in Sheet Metal Industry Emphasizes the Necessity of Most Suitable Layout of the Shop to Save Time and Effect Economies.

Written for Hardware and Metal by O. W. KOTHE, Principal, St. Louis Technical Institute, St. Louis, Mo.

A SHORT time ago a fellow-workman submitted a sketch of a proposed shop, which seems to be quite practical and the sketch is shown.

The great idea with the majority of shops is that so many feel that they have the very best arrangement possible under the conditions, and maybe they have, and maybe they have not.

Industry is trending more and more to higher efficiency; that is to cut out lost motion in going back and forth from one machine to another machine in order to turn out a job.

Just what is required in each case is not an easy matter to set forth in a sheet metal shop because there are such a great variety of conditions that must be met with, and so what may seem a good idea for one person may not be approved by another person. This will be according to the different light of conditions in which the two individuals look at it.

It is thought best among most able employers to bring in the material in one door, preferably at the back of the shop, and thereafter arrange the machines and shop equipment so that the iron can be worked up without hardly any back and forth movement in a continuous progression until it is ready to be taken out of the shop.

So in this plan we have the iron rack and the tin plate bench, both of which may be work benches and also may be only racks, but in this case they are also used for work benches.

Need Assembling Bench

One of the things missing is an assembling bench in the middle of the shop, a bench that is preferably on castors to enable a shifting about.

A bench of this kind is quite important in sectioning along work together as it can be easily shifted in such positions to overcome awkward positions.

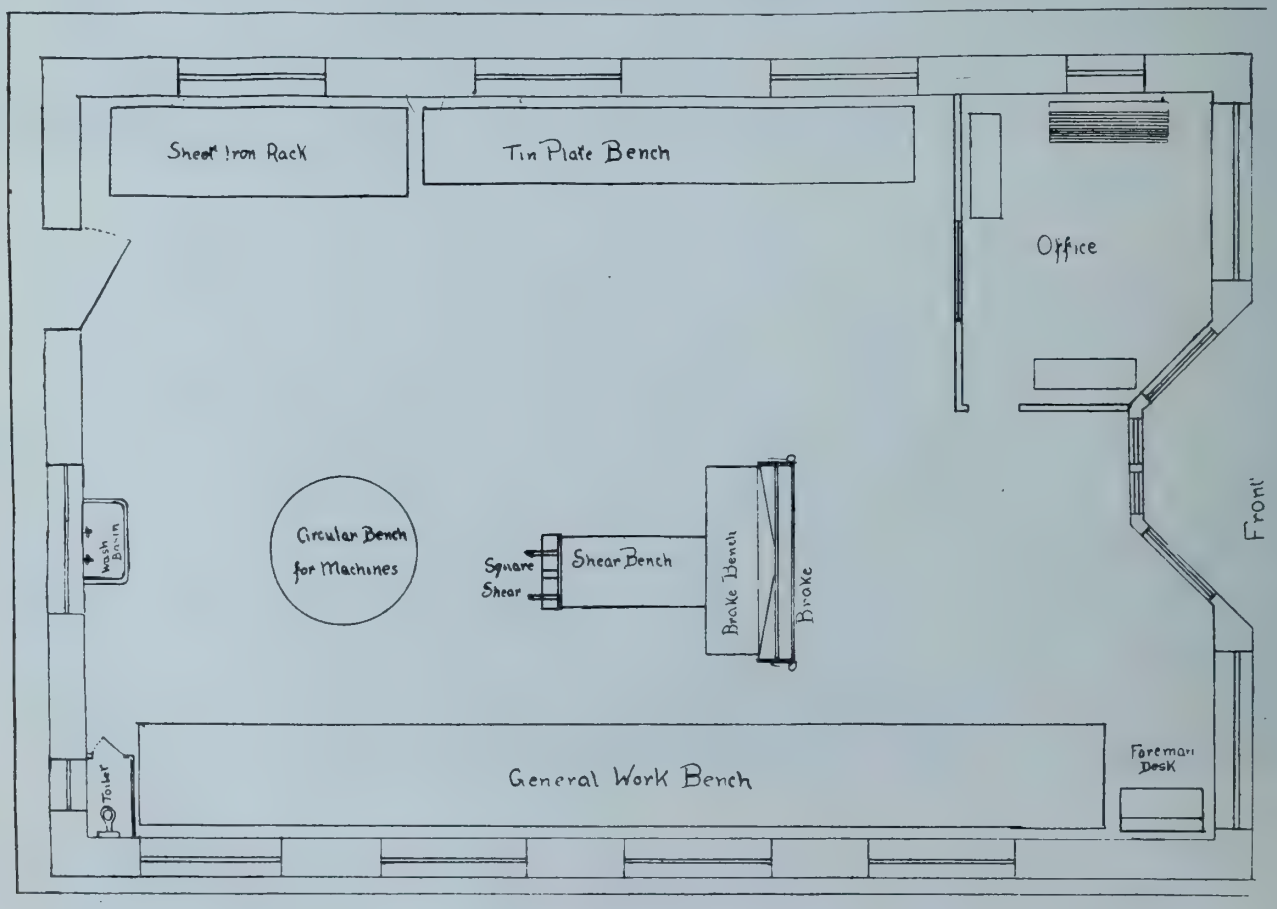
Awkward positions in executing work are a great handicap and consume more profits through labor movements than a person will ordinarily admit.

Other machines as the cornice brake, square shears, and bench, also for smaller machines can be placed preferably close to the sheet iron rack. This enables cutting up the metal and marking it off and forming it up without tearing it all over the shop and then back again in order to get it worked up for assembling.

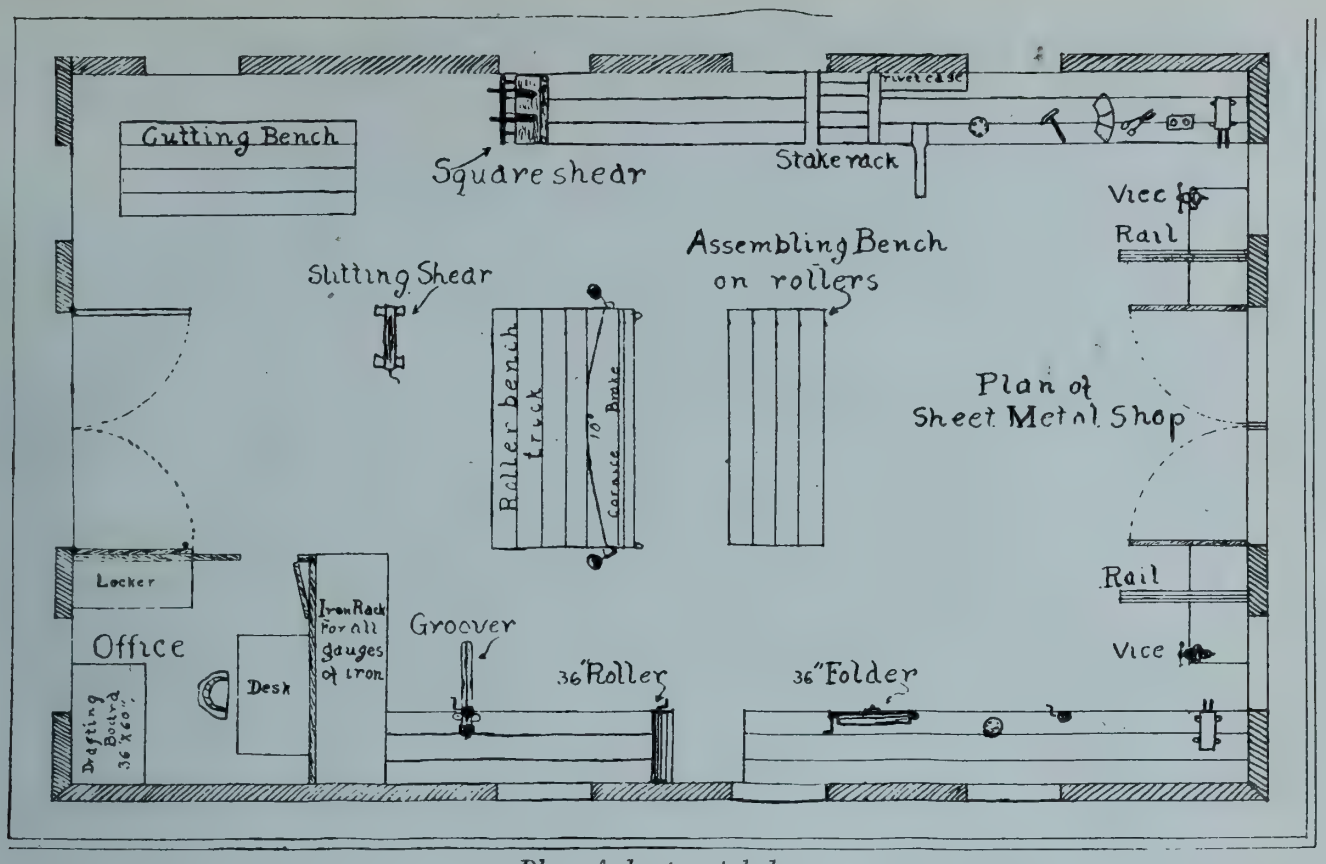
The matter of general work benches rests pretty much with individual opinion, but all in all there is no doubt but what the individual work bench 8 or 10 feet long and 30 or 36 inches wide is the most satisfactory.

On long work benches as this drawing shows workmen are more apt to use it as a store room and several workmen are not as apt to respect one another's rights so that one workman must always clean up and straighten up after the other.

This is a condition that also consumes



Work Shop Design



Plan of sheet metal shop

profits and is not often considered worth while in changing. Where a workman has his own bench, he takes pride in keeping it in shape; he sees that it is not a store room and his tools and equipment are always placed where he can reach them we may say, in the dark.

A work bench is pretty much like a business manager's office desk, and for that matter a warship deck; it should always be clear for action.

There are other things that also enter in the design of the shop, as the office and the forman's nook, and one of the main features is to see that there is plenty of light to reflect throughout the shop. Windows were made to look through and to permit light to fuse inward. To let these windows get all smoked up with fumes and dust is not good policy, especially when every shop has an apprentice and no doubt several helpers at times.

It used to be the duties of the apprentice and the helpers in the old days to keep the shop and tools, machines in place and in shape as well as be on hand when somebody needed help. Too little appreciation has been placed on this important feature in late years and the trade will no doubt be better off the sooner it gets back to progressive and constructive routine.

Another Design

In the second drawing we have another shop design submitted and the artist took considerable pains to show how he wanted the various equipment.

But here we see the iron racks are placed near the doors, but the cutting benches and the shears are placed on the opposite side of the shop.

This, of course, requires carrying the sheets across the shop and marking and cutting them out and then bringing them back to the folders and rollers, and then taking them back to the stake work bench if other assembling is to be done. This makes at least two unnecessary movements back and forth.

It seems to the writer that if the iron rack is placed close to the desk, the cutting bench should be where the roller bench truck is at the brake.

Observe this roller bench truck can be used as a cutting bench or a bench for moving material to the brake for forming up the work.

Under this arrangement the 36-inch folder would be placed on the same bench with the roller and the groover, because you would then have a continuous progressive movement.

The 36-inch folder placed where it is, would require carrying the sheets from the square shears to this holder and then back to the roller.

But with this holder placed between the holders and the groover, it is as convenient for one man to fold there as over there.

Then as the sheets are folded another man can roll them if need be, while still another man groove them if need be, and still one man would not be in another man's way, carrying the material back and forth.

The assembling bench is a splendid addition, since this bench on rollers and the roller bench can often be placed end to end and then used as one long bench.

Many features in the design of the shop are, of course, governed by the work that will be catered to and each man generally has his own individual ideas.

But it is always well to give an eye to efficiency and always leave the subject open for improvement or readjustment, rather than closing the mind against such features.

WILL INCREASE PETROL SUPPLY

One of the most important of recent developments in the oil industry and which also will have an effect on the automotive industry, is a business arrangement between two of the largest factors in the American oil industry, the Standard Oil Company of Indiana, and the Texas Company, whereby production of gasoline may be considerably increased.

The two companies have effected an arrangement whereby each has the right to operate under patents held by the other pertaining to the pressure cracking of crude oil in connection with the manufacture of gasoline and other petroleum products.

The granting of licenses to other companies to use these patented processes, through which the greatest percentage gasoline is produced from crude oil, should result in benefiting the oil industry as a whole and also increase the supply of petroleum products elsewhere for the use of internal-combustion engines. Larger production of gasoline should prove a stimulus to the automo-

Sold Fifty-six Electric Washers in a Year

J. E. Leduc, Hardware Merchant, Montreal, Applies Energy and Twentieth Century Business Methods — Paints, Varnishes and Wall Paper Receive Close Personal Attention

ALMOST any hardware man who when walking along the street noticed a large, covered, bright red motor truck with "Hardware" in prominent letters, would look twice and follow the conveyance with his eyes until he has obtained the name of the merchant who has devised this distinctive means of delivering goods to his customers. A representative of Hardware and Metal noticed a truck of the above description one day recently in Montreal, and proceeding to the address named—Mount Royal, East—found J. E. Leduc's retail hardware store.

Mr. Leduc, with his salesmen, was very busy at the time, for his store was well lined along the counter with customers. Before really getting acquainted the opportunity presented itself of hearing Mr. Leduc "handle" a paint customer. This customer was a woman of middle age, accompanied by a young man of about twenty-five years of age, and it was later determined that this gentleman was the son.

The conversation which followed is here recorded because the success of this store can be largely attributed to just such methods of selling to a customer. Interest and courtesy is shown throughout the period customers are in the store and selling them their requirements by inquiries that are well put and asked at the right time is a noteworthy feature.

Just Inquiring

"We came in just to inquire the price of your varnish stain," was the first statement of the mother.

Realizing that she would want a direct reply to her question, Mr. Leduc now quoted his prices per half pint, pint and quart. "What were you intending to stain?" was the proprietor's first question.

He learned that his customer had four rooms in which burlap had been applied about half way to the ceiling and the strips that were to form panels now had to be stained and varnished. "Are they new wood or have they already been coated?" was asked.

"We have just purchased the strips before coming in."

"Are they hard wood or soft?" was the next inquiry.

"Only of plain soft wood," spoke up the young man this time.

The color chart was now produced and while showing it the explanation was forthcoming that ground color would have to be first applied, two coats, and one or two coats of varnish stain to finish as desired.

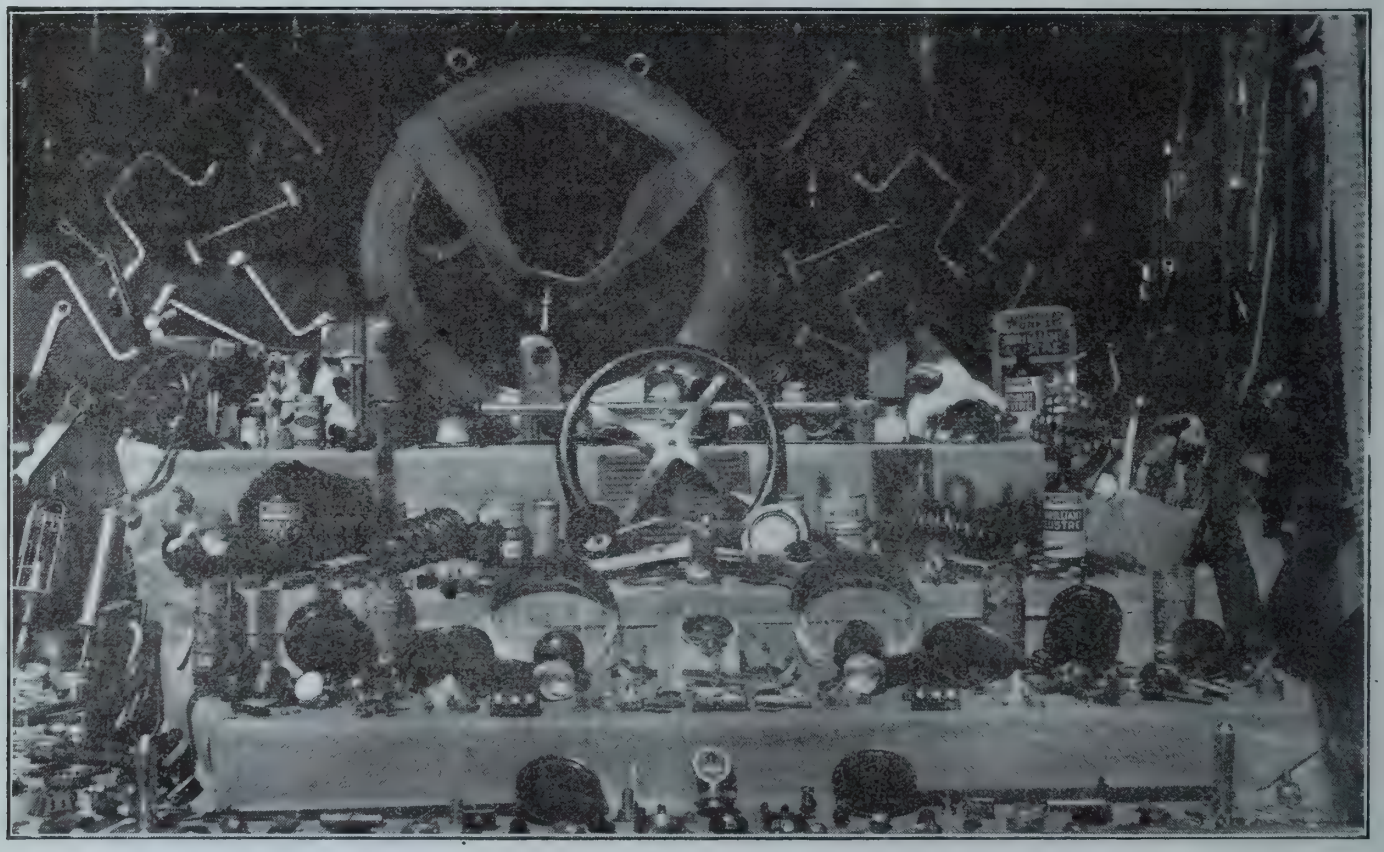
"You will require, I think, about three quarts of ground color and one quart and a pint of varnish stain," said Mr. Leduc.

They agreed to take this amount, and if more was required they could return for it, or if they found they had bought too much an exchange could be made as the job was nearing completion.

"Have you a good varnish brush, madam?" asked Mr. Leduc.

No, she had not, there were old brushes but a good new one would have to be bought for the varnish stain. The brush sale was made.

From the railing at the top of the burlap to the ceiling they decided should be of a dark cream or buff shade and it



This window display of auto accessories denotes the extensive line carried by the Leduc Hardware, Montreal. The increasing use of motor cars in this district brings an increasing demand for accessories. The gasoline pump, hose of which is seen in the picture, brings many motorists into touch with the store salesmen, who then suggest some needed accessory.

Mr. Leduc has learned that his paint shelves should be kept in prominent display, and neatly arranged. This paint stock is kept complete and well assorted and is located right near the store entrance where good light is available. Color cards on the counter are handy for examination by customers.

was the owner of the store who suggested oatmeal paper. The three now proceeded to the wall paper department, but on learning they were newly plastered walls, the agreement (among the three) was to give a coat of wall tinting, rather than papering. Two five-pound packages of wall tint were placed on the counter beside the stain and brush. Other small purchases were made, totalling the account well up to twenty dollars. Mr. Leduc got his money but was not satisfied.

New Customers

These were new customers to the store, and he wanted to see them again in the future. With no hopes nor even thought of selling anything further, he again engaged in conversation, quite casually but in the course of this it was learned that previously all paint, wall paper and sundries were bought from a large mail-order house. In the future, well, the chance could be taken.

The detailed explanations that were given before the above purchases were made are not recorded, but the manner in which these customers were sold, not hurrying their decision, agreeing and disagreeing as to shades and finishes, and ushering them out the door with the same smile as they were greeted with, assured this merchant that he had made satisfied customers, and they would return when their requirements were in the hardware line.

Seven Years' Devotion to Duty

In the meantime the salesmen were continuing to attend the needs of the other men and women who were coming and going through the front door, while Mr. Leduc began his story of how he started in the present stand seven years ago with only a small amount of cash in his pocket, and through close supervision, hard work and a pleasant acquaintance with his community now enjoys a thrifty and profitable business. With attention given the store layout, the formation and location of each department now enables the salesmen to give service and does away with any unnecessary steps.

The Paint Department

Behind the main counter and reasonably near the front door are the paint shelves. From the ceiling to the floor, on neatly arranged shelves, each line is displayed. One noticeable feature is the handiness of the best selling lines; varnish stains, floor paints and sundries are within reach from the floor, while the larger containers are reached by the use of a store ladder. Noticeable also was the manner in which this store had linseed oil and turpentine already bottled. Half pints, pints and quarts were labelled with the price and placed on the first shelf. Running to the basement or warehouse for these two purposes at this season when a good percentage of customers call for either or both, is wasting too much time in Mr. Leduc's opinion.

The Wall Paper Department

Directly opposite the paint shelves and at the rear is the wall paper department, and here is where both attention and money have been spent to obtain a section that supplies both convenience and comfort. When a lady enters and wishes to look at the samples of wall papers, she is shown past the kitchen ware shelving which displays tinware, graniteware, etc., and on the other side of the aisle washing machines, wringers and other articles of interest to the housewife, through to a section set apart by ornamental highly polished wooden posts, connected by a large bronzed coil chain, leaving only a passage to walk through.

On the inside of this railing a plush rug covers the floor and three comfortable chairs are placed for the purchasers. The sample charts are directly in front of the stock bins, and extra light is furnished by three shaded electric lights throwing their full force on the sample books. This department is complete in every detail and has proven many times over that the money spent to furnish was well expended.

The Weighing Counter

For the many lines that require weighing, a counter is placed in front of the paint, and here is where the dry colors, rosin, glue, whiting, putty, insecticides, etc., are kept in drawers. Below the counter are the nail and staple bins, while situated in the centre of this is one of the up-to-date hardware scales.

Fifty-six Electric Washing Machines

Full advantage is taken of any opportunity to specially push seasonable commodities. Through national advertising many articles are brought to the notice of the public and by linking up local effort the dealer gets good results. In the case of electric washing machines this applies. Seeing three of these on the floor of the store, Hardware and Metal asked: "Do you push the sale of these?"

"To be exact, we sold fifty-six electric washers last year," was the reply.

Keeping them well displayed on the floor at all seasons of the year and featuring them in the windows has helped the sales a great deal. However, demonstrations are really the best method of "pushing" electric washing machines, and these are held at least twice or three times a year, and a whole week's demonstration was held in the Leduc store this spring.

Does Delivery Service Pay?

Long and varied discussions have centered around the question of delivering merchandise from the retail store to the customer. Merchants selling all commodities, hardware included, have debated whether the delivery pays, whether it is worthy of its existence. In many cases the delivery wagon or truck is considered a necessary overhead expense, is operated because it "has" to be, and many merchants would gladly dispose of this addition to the staff if it was possible. In many towns throughout the country the hardware merchant has never added the horse and wagon or motor truck (either one requiring an extra hand on the staff of his establishment. However, to those who consider it a necessity the following method used by J. E. Leduc might be interesting:

Mr. Leduc does not own and operate a large general store, but his business is strictly in hardware. Neither is his business house very spacious, being confined to a frontage of about 25 feet and a depth of not over 80 feet. Nevertheless this merchant claims his business requires a delivery service of the first order, and has now added a high-powered covered motor truck, bright red in color, and driven by a driver clad in navy blue. On the side of the truck is the name of the firm in prominent letters, while the chauffeur also bears "J. E. Leduc" across the front of his cap.

From an advertising standpoint alone this merchant claims it is a paying investment, and full worthy of the money that he has expended in the layout. Quite true the upkeep is costly and the weekly salary continues week after week, but in return his name is before the public on the streets six days in the week, saying nothing of the service that is appreciated by his customers.

A very neat section of the store is the wall paper department. Attention has been paid to this section to make it both attractive and comfortable for the women customers. Papers are all within easy reach and samples facilitate the choice of patterns.

GETTING A SPRING ATMOSPHERE INTO THE ADVERTISING

(Continued from page 147)

Every kind of liquid refreshment, hot or cold, can be carried on picnics, outings and auto' trips. Every home should have at least two or three."

An ad by another Toronto firm is entitled, "Housecleaning made easy with these great labor savers," and continues: "Our houshold appliance department will have an added interest these days to those of you who are about to begin your spring housecleaning. In it you will find arranged for easy selection all sorts of labor-saving appliances that will go a long way towards removing the drudgery usually associated with this task. We invite your inspection of the vacuum cleaner, electric washer and carpet sweeper illustrated herewith."

INCREASING IRON AND STEEL BUSINESS, SAYS ROBERT HOBSON

Hamilton, Ont.—Assurances that business was slowly but steadily improving and that normal conditions should be restored by the autumn of this year, were given by Robert Hobson, President of the Steel Company of Canada, and J. A. Norton of the Firestone Tire & Rubber Company of Canada, at the meeting of the Hamilton Commercial Salesmen's Association.

While agreeing in part that the steel and iron industry was a safe barometer of trade, Mr. Hobson said he preferred to look on Wall Street as the safest and most accurate barometer. Looking at the American Stock Exchange, he said he viewed the immediate future with optimism, because Wall Street was reflecting a healthy tone. When Wall Street improved then it followed that conditions were improving throughout the country generally.

"We are not overwhelmed with orders as yet," concluded Mr. Hobson, "but our salesmen report increased business. We have encouraging proof of that. We look for conditions to get much better in the next few months."

J. A. Norton, said he felt safe in saying there was no doubt that the cycle of business was tending toward better times. He predicted that, between November of this year and March of next year, conditions would get very closely to normal. The surest way of avoiding a repetition of the lean years now being experienced was to work ahead and exercise caution when prosperity reached its apex.

A Hardware Romance With Too Frequent Dramatic Ending

Do You Know?

Nine-tenths of retailers are making less than they think.

Cost of doing business varies according to the goods.

Number of stock turns influences margin of percentage for overhead expense.

Departmentizing has overcome problem in some hardware stores.

A RETAIL hardware store in a small Ontario town has been dragging along for several years, supposedly making a profit.

Three different men had gone into partnership with the original owner and after a year or so had withdrawn, leaving a part of their capital behind them as "pay" for the "experience."

The fourth partner was a young accountant who had spent a year in the accounting department, and another year in the selling department of a city store. When he formed the partnership in the country store, he determined to find out just how things stood—though he didn't know the store had already frozen out three partners.

He soon learned that most of the hardware man's profits were imaginary. While the sales ran to a nice figure, the profits were mostly on paper.

His trouble was that while estimating his cost of doing business as a certain percentage of the gross business, which is the selling price, he added this same percentage to the cost price when figuring the selling prices of individual items.

He knew that the percentage of his expenses was figured on the gross business, but he didn't realize that a percentage of the gross business is more than the same percentage of the invoice cost.

If you figure your cost of doing business as a percentage of your gross business, you must, of course, allow that much of your selling price for cost of doing business.

When you sell $1 worth of goods, you say that a certain per cent. of that is profit, a certain per cent. goes for cost of doing business and the balance is for the cost of the goods.

Take some item in your stock and deduct the two percentages from the selling price you have established, and see if you still have the cost price left.

Profits From Dollar Taken In

Your profits and cost of doing business come out of the dollar you take in—not out of the 60 or 70 or 80 cents you pay out for the article.

If you buy an article for $2 and sell it for $3, your profit comes out of the $3—not the $2. The profit can only come out of the selling price.

Get that straight—when the $2 is invested in the article, it is gone. There is no $2 any more. There is no money at all—nothing but the article.

If you don't sell the article, there will never be any profit. But if you do sell it, you have $3 or whatever you sell it for—you never see the $2.

Since you have nothing left but the $3, your profit can only come out of the $3. Nothing can come out of the $2. That goes to pay for the goods. The $1 left after the goods are paid for is a part of the $3.

In the hardware store referred to, goods were marked by adding what was really a percentage of the selling price to the cost price.

This mixing of methods resulted in a loss, except on a few articles which permitted a very high percentage of profit.

Where there was competition on an article, 18 per cent. of the cost price was added for cost of doing business, and 10 per cent. of the cost price was added for profit.

This net profit of 10 per cent. looked good "on paper," but that was the only place it could be found. It wasn't in the cash drawer. It never got into the bank. The manager never saw it in money.

The real cost of doing business was 22 per cent. instead of 18 per cent. Part of the expenses had been figured as investment. Other items had not been included at all.

If you think he could make a profit on that basis, try to figure it out. Add 28 per cent. to $1; then substract 22 per cent. from the selling price it gives you.

Adding 28 per cent. to $1 gives you $1.28; 22 per cent. of $1.28 is 28.2 cents. His real cost of doing business, 22 per cent., taken from the selling price, amounted to more than his 28 per cent. added to the cost price.

In this hardware store they handled a certain kind of stove which was also handled by a competitor. The wholesale price was $9.25, and the freight and cartage were 75 cents, making the stove cost $10, set down in the store.

Competition was very keen on this stove, and it was decided to cut the profit to 10 per cent. net. So 18 per cent. of the cost was added for cost of doing business and 10 per cent. for profit, making the stove sell at $12.80.

The hardware man thought he was making a profit of a $1. Let us see what the new partner, an accountant, showed him:

The Case of a Stove

The real cost of doing business, as already explained, was 22 per cent. instead of 18 per cent., but the accountant figured it first on the 18 per cent. to illustrate the principle.

If the article cost $10 and it was desired to make 28 per cent. gross profit, we must consider the selling price as 100 per cent., and the cost price as 72 per cent., or all of that 100 per cent. except the gross profit of 28 percent.

Now, if $10 is 72 per cent. of the selling price, 100 per cent., or the selling price, must be $13.89.

From this it seems clear that the selling price should have been $1.09 higher than it was, to allow 10 per cent. net profit, after allowing 18 per cent. for cost of doing business.

In reality it took $2.30 of the $2.80 gross profits to cover the 18 per cent. cost of doing business.

Practically all merchants figure their cost of doing business as a percentage of the gross sales, the selling price. Yet a large percentage of them figure as if this were a percentage of the cost price.

Changing the base of figuring is dangerous. It fools retailers into thinking they are getting more profit than they really are. Here is a case which illustrates that point:

A certain clothier, who was figuring for 30 per cent. net profit, planned a special "25 per cent. off" sale. He thought he would still make 5 per cent. net, and could afford to sacrifice part of his profit for advertising purposes.

Suits marked to sell at $20 were reduced 25 per cent., or chopped down $15.

These suits cost $13.50. Twenty per cent. was added for cost of doing busi-

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A mistake in percentages cost one retailer $500 when he thought he made $150.

Profits and cost of doing business come out of the dollar taken in—not out of 60 or 70 cents paid out for the article.

Many merchants erroneously add what is really a percentage of the selling price to the cost price.

ness and 30 per cent. for profit, making the selling price a fraction over the $20.

Twenty per cent. of doing business on the original marked price ($20) is $4. Adding $4 to $13.50 (cost price) gives us $17.50. So when he sold that suit at $15 he actually lost $2.50.

Lost $500—Thought He Made $150

During the sale he disposed of $3,000 worth of clothing—at a loss of $500 in cash. Yet he thought he was making 5 per cent., or $150.

He was all right as long as he added 50 per cent. to his cost price, though it allowed him less profit above his cost of doing business than he thought, but when he began cutting prices, he ran into unseen danger.

Add 50 per cent. to $13.50. Then deduct 50 per cent. from the new price. You lose $3.38 in the operation.

Apply this to some of your prices.

This method of arriving at selling prices differs slightly from the regular methods of figuring percentages. We have found that, while the regular percentage method is correct, many people fail to remember that a percentage added to the cost of goods is less than the same percentage of the price thus marked.

Adding 10 per cent. to the invoice cost of an article, allows 10 per cent profit on the 70 or 80 cents you pay for the goods and not 10 per cent. of the dollar in the cash drawer.

If it were convenient to arrive at percentages on a basis of the cost price, and to always remember that the per cent. of profit added to the cost price is always a profit on the cost price and not a percentage of the money taken in, then the old percentage method would be fine.

If your profit is to come out of the selling price, and not out of the cost price, it is plain that the percentages should be figured on the selling price.

GASOLINE PUMP ADVERTISING

For sometime, a campaign of advertising has been common in the newspaper press, wherein the makers of a certain type of gasoline pump, generally called a "Visible Pump" have by innuendo, and accusation cast discredit on the honesty of dealers in gasoline and the efficiency of pumps which are not "Visible," according to the National Vigilance Committee, Associated Advertising Clubs of the World.

Makers of the so-called "Blind Pumps" have retaliated from time to time with accusations against the Visible Pump, and a situation which is to be regretted has grown up.

Recently, the authorities of New York State made an announcement that an inspection of gasoline pumps had shown that comparatively few pumps of any kind were absolutely accurate. The makers of certain Visible Pumps, and dealers in them, have taken advantage of this to spread their propaganda to the effect that the Blind Pumps are inaccurate. As a matter of fact, the finding of the New York State authorities was merely that pumps of any type whatever could be made inaccurate if the attempt was deliberately made.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

JOHN OAKEY & SON

The Aikenhead Hardware Company, Toronto.—Can you tell us who are the agents in Canada for Messrs. John Oakey & Son, Birmingham, Eng., who are manufacturers of emery cloth and sand paper?

Answer.—Messrs. Surgeon's Limited, of Richmond Street, Toronto.

"DESOLVO"

Messrs. Rice, Lewis & Sons, Toronto, Ontario. Could you give us the name of the manufacturers of "Desolvo"?

Answer.—The Chamberlain Desolvo Co., 109 Church Street, Toronto ,Ontario.

CASTERS

Kent Garvin & Company, Hamilton, Ont. —Will you please tell us the name of a Canadian manufacturer of casters?

Answer.—Canada Foundries & Forgings Limited, Brockville, Ontario; The Bond Engineering Works, Limited, Toronto, Ontario; Springfield Lock Manufacturing Company, Belleville, Ontario.

How Low Can we Sell Hardware and Still make A Profit?

A SUBJECT of the utmost importance to every hardware merchant—when necessity arises, how low can we afford to sell an article and still make a profit?—came up for discussion at a recent meeting of a hardware dealers' association.

Much has been written on the cost of doing business. Dealers have been told that they should know their operating costs in order to secure the greatest returns from their efforts. This knowledge is undoubtedly valuable, but it will not help the dealer to any great extent if the only cost he knows is one that covers his entire stock. The cost of doing business is not the same for all classes of goods. Nails and linseed oil, for instance, stored in the basement or in a shed, occupy space that is the least valuable. Such stock should not under any circumstances be made to bear as much overhead expense as tools that take up the most valuable space in the front of the store. Some way should be found for dividing overhead expense more evenly over the stock.

If a merchant finds that his cost of doing business is 20 per cent., the question arises whether that same amount should be added to the cost of a stock of screw-drivers that is turned six times during the year and also to a stock of enamel ware that is bought only three times during the same period. Good judgment would say no. The screw-drivers should bear a much less percentage of overhead expense than the enamel ware. Turned six times a year, they cost less to sell. Then again, more time is needed to sell certain items than is necessary with other lines. The following questions should have the attention of every thinking merchant: How can one know exactly what percentage to add to each item in the store? And of what value is it to know the cost of doing business unless it is an accurate cost and one that can be applied in all cases? Must the rule that seems to predominate in so many instances, of charging all the public will stand, be the only rule by which goods should be marked?

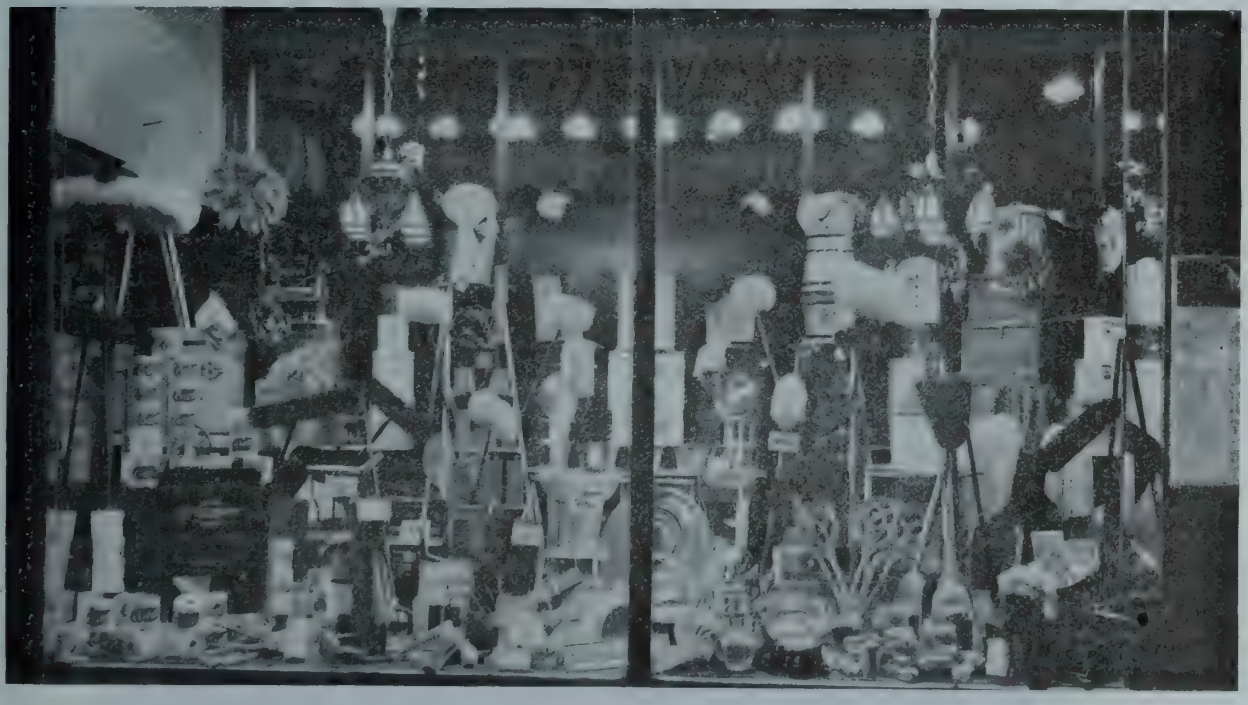
There are instances where articles can easily carry a profit of 100 per cent., or even more. But when competition is so keen on some items that prices must of necessity be very low, how is the dealer to know just how low he can sell and still be safe from actual loss on the transaction?

It is a question that should be studied carefully by every merchant who is interested in running his store on a more systematic basis than his present one. It has been suggested—and the idea has been carried out in some instances—of dividing a store into departments and figuring separate costs, based on the time taken to sell items in the departments, the rate of turnover, and the amount and value of the space occupied by the stock. That gets nearer the solution of the problem than by simply having one cost of doing business cover the entire stock.

There can never be any set of rules for conducting a store. If this were possible, then a laborer with sufficient capital might open a hardware store and run it as successfully, or perhaps more so, as the seasoned merchant. There is no doubt that thought along this line is needed. We must ascertain the proper amount that should be added to the invoice cost of each line of goods or each individual item to really net a profit and find some way of knowing just how much profit is really being made. If this necessitates an elaborate system, then it defeats its own end. Each merchant must solve his own individual problem, but a close study of this subject cannot fail to be of value in ascertaining accurate costs.

Spring Sport and Housecleaning Lines Make Attractive Display

Spring boating and fishing will shortly be under way again for another season, bringing along a seasonable demand for fishing requirements, and other equipment necessary to the comfort of the fishing or boating trip. The baseball season will also be opening very shortly and every boy in your town with a sporting instinct will be interested in your early showing of equipment. Tennis, golfing, etc., will also follow in order and it does no harm to make an early start in showing such lines. Above is an attractive display by W. G. Edge and Co., Ottawa, of suitable lines for spring windows.



A wide range of articles suitable for the spring housecleaning is shown in this window, including mops, brushes, pails, furniture polish, dusters, brooms, ash cans, washing machines, kitchen utensils, etc. The housewife contemplating a thorough clean-up of the home this spring will be interested in such a display. There are lines in which the "group selling" idea can be exploited to the limit as few housewives are acquainted with the multiplicity of lines provided to lighten the labor of spring cleaning.

For the Man Behind the Counter

The Re-Winning of an Old Customer

True Story of How a Winnipeg Hardware Merchant's "Soft Answer Turned Away Wrath"—Re-winning of a Customer Better Than Acquiring a New One—Handling a Difficult Situation With Tact.

Written for Hardware and Metal by C. C. FALCONER, hardware merchant, Winnipeg, Man., based on an actual experience

A MAN WHO had lived in the rural district for some time, had sold everything in the way of household furniture and necessities, and had moved to the city, in a district handy to our store. He was in the market for a new supply of household equipment, much of which could be provided by the average hardware store.

We were fortunate in becoming acquainted with this fact and allotted one store salesman the job of securing this man's business.

Everything, so far as we know, went fine at first. We made a definite appointment for a certain day at 10 a.m. which was about one week after the initial interview. Our prospect not arriving on time, our man proceeded to his place and was surprised to find the house completely furnished with the lines which he had hoped to sell.

Needless to say our man returned to the store somewhat crestfallen for three reasons. Firstly he had lost a sale. Secondly, it was evident a rival had beaten him and; thirdly, he had not even been accorded the courtesy of a reason for such action.

Appointment Genuine

I had helped make the appointment myself and felt it was genuine. I, too, therefore was disappointed but felt like going over to remonstrate with our friend for his breach of faith, but fortunately I was unable to do so at that time. When it was convenient to go I proceeded in a much different frame of mind. In the first place he was a free agent and could go where he wished, regardless of appointments (if he was that kind of a man). Secondly he may have had some genuine reason for his change. Thirdly; he still was a prospect for the future and no one sale can offset a long continuous volume of busineses with a satisfied customer.

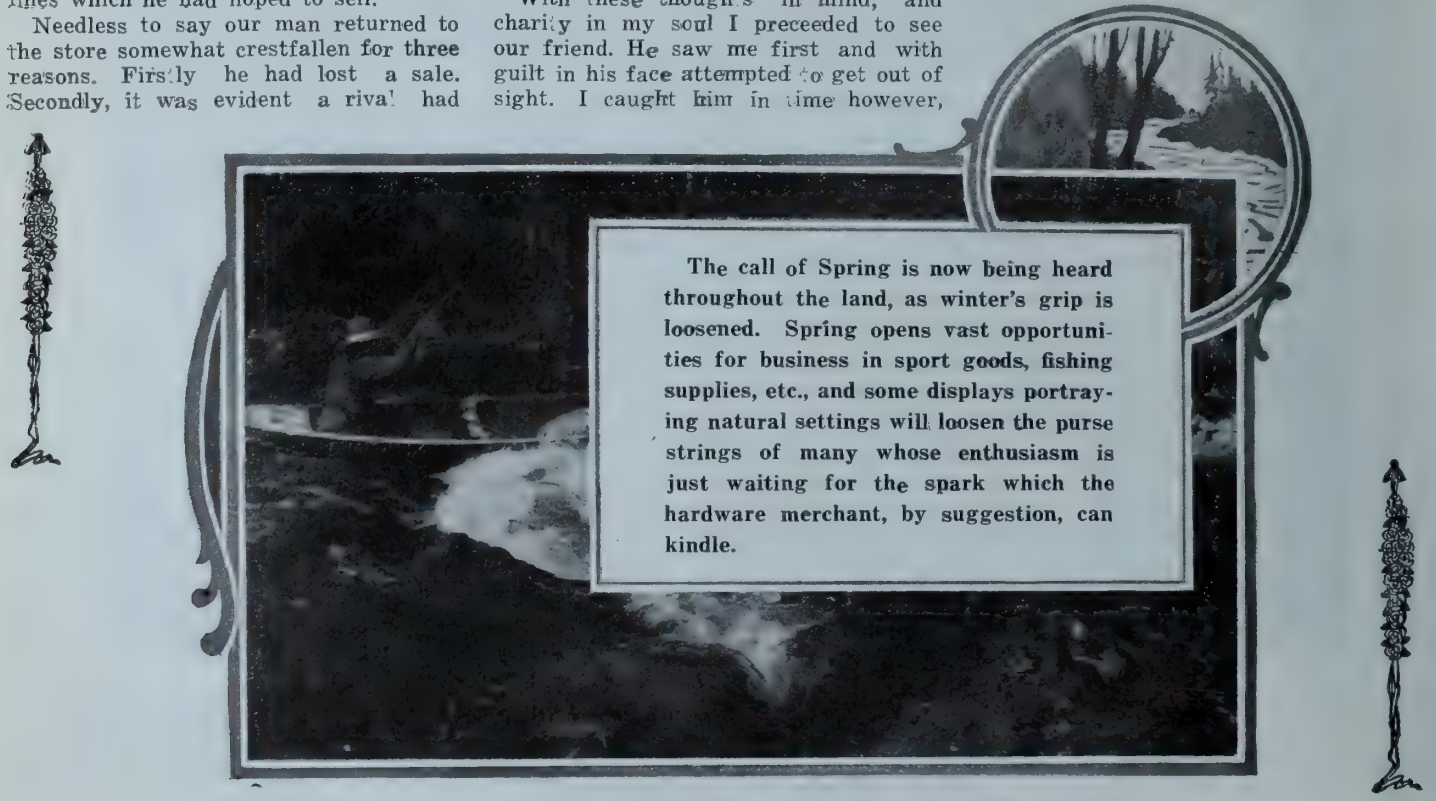
With these thoughts in mind, and charity in my soul I preceeded to see our friend. He saw me first and with guilt in his face attempted to get out of sight. I caught him in time however, and disarmed him with a cheery "good-day." It was immediately effective. My first words were, "Why, that's all right, this is a free country, you had a perfect right to go where you liked, my only idea of coming over was to assure you that so far as we are concerned it is all right. We want you to know that we will be very glad to have you come in and see us any time you wish, and if there is anything more you might want, just drop in and get it at the store."

Apologetic

I got this off before he had a chance to say a word and when he would attempt to speak I would interject with some further assurance that what he did was not offensive to us. Finally I let him talk and he was most apologetic.

To make a long story short and bring out my point, I will explain that he had such pressure brought to bear on him that he could not resist. He was most grateful to me for making it easy for him to meet either myself or any of the staff.

I left him with his further assurance that there was much that he still wanted and that he most assuredly would be in to see us. I left feeling that I had re-won a customer and that this was possibly better than acquiring a new one.



Competition Increases Hardware Sale

Keen Competition From Hydro and Other Merchants Increases Sale of Electric Washers, Etc., Says G. A. McMurtry, St. Thomas, Ont.—Sells 256 Washing Machines in 26 Months—Auto Accessories Bring Other Business—Women's Trade in Paints

Interior view of George A. McMurtry hardware store, St. Thomas, Ont., showing how washing machines, vacuum cleaners, bicycles, etc. are placed in prominent locatons where customers may examine them closely. A complete paint stock with color cards and other helps in special receptacles, encourage a close examination by the customer.

SELLING 256 electrical washing machines in twenty-six months in a city of 18,000 population is a record of which George A. McMurtry, hardware merchant at St. Thomas, Ont., believes he may justly be proud. When it is further considered that he has had to meet the keenest competition not only from several other hardware merchants, but from a Hydro shop with every facility afforded it for obtaining business, the showing stands out even more favorably. And yet he considers that the very keenness of the competition has been one of the most important factors in enabling him to make his turnover.

Good for Business

"Competition is good for business," said this merchant to Hardware and Metal. "This city I believe has had keener competition in the electric washing machine trade than perhaps any other place of its size in the Dominion. It may seem rather peculiar but the result has been to help business very materially. With half a dozen firms going after the washing machine trade, and going after it energetically, the result has been to arouse an interest in washing machines on the part of the women of the district that would not have ordinarily developed. This has meant not only the closing of many sales already but stirring up a real buying interest in hundreds of prospects. The great majority of these women will be "sold" sooner or later. They are "sold" now as far as knowing and appreciating the value of washing machines. They are going to buy and some of us will get the business. We certainly have succeeded in getting our share."

How He Goes After It

After selecting a machine that is thoroughly dependable and which the dealer can stand behind to the limit Mr. McMurtry says the next most important thing is to let people know about it.

"There is no question about the interest the public takes in merchandise," he said. "In hundreds and thousands of homes all over the country there are everyday needs and the men and women who have to do the buying are very keenly interested in knowing where they can get the best value for their money. The best way I have found to reach the largest number of people in the shortest possible time is by advertising. People, and by people I mean those in the country as well as those in the cities, read the papers closely and give particular attention to what merchants are offering.

Does It Systematically

"By advertising I do not mean simply running a brief line or two once a week or once a month such as 'The ——— Hardware, St. Thomas.' That sort of thing is mere waste of time, money and space. To reach people you have got to give them a real message. They want to know what you have to sell. They want to know how much it is going to cost them and they are keenly interested in any details about what the goods you are featuring will do. This applies to paint or roofing or washing machines or anything else. We try to keep season-

able lines well advertised the year round and we have proved time and again by the results in actual turnover that our 'drives' on certain lines have been successful.

No Open Season

"Somebody has said that spring is the open season for selling washing machines. Spring is undoubtedly an excellent time but we have proven that washing machine business can be developed twelve months in the year. Not a few washing machines are sold as Christmas presents. Quite a few are sold for wedding presents and our records show that we have a steady turnover all through the winter months."

This merchant believes that it is a mistaken idea that only women are interested in the buying of washing machines. He finds that in a great many cases the women who come in to get information about them bring their husbands along. This is especially the case with farmers' wives. In about 75 per cent. of the calls he finds that the man of the house is either brought to the store or has to be consulted.

Just What He Wants

This is just what is wanted and Mr. McMurtry proceeds to make the most of the opportunity. He points out that in order to have a happy home it is necessary to have up-to-date equipment. It is not fair, he argues, for the men to have all the machinery that will save labor or speed their work. Washing, he points out, is one of the hardest jobs a woman has to do and Monday morning to many women means nothing but drudgery and gloom and being tired out all the rest of the week. An electric washer he shows is not only a big labor saver but conserves hours of time and in that time the housewife can be busy with other work while her washing is being done by the machine automatically.

Carries Weight

An appeal of this kind always carries weight because in almost every instance the woman has known only too well just what heavy work the washing has been and it was the effort to get away from it and relieve conditions that brought her to the store. He follows up his first arguments by pointing out to the man that it is only fair that his wife should have a chance and that it is foolish to keep her at the wash tub all day when for an investment of a few dollars she can install an electric washer in her home and do away with the heavy work.

This usually brings up the question of price and about this time he arranges to have the prospect busy trying the machine. He connects one up and lets her operate the levers and see how easily it is done. He lets her run the wringer rolls and then reverse them and then throw the gears into neutral. The smooth running motor is shown and the small amount of attention it and the whole machine require is emphasized.

They "Sell" Themselves

This merchant finds it excellent policy to let prospects "sell themselves." They almost invariably do this, especially women who by long experience with old-fashioned wash tub methods know what it means. Very often prospects want a machine sent home to try. They are accommodated as long as everything is known to be all right. St. Thomas is a railway city and several hundred employees only get paid once a month. This often brings up the question of time payments. Very often also women want to buy on credit. Mr. McMurtry finds it good business to accommodate them. Thirty days he considers as cash. Other propositions run $25 down and $10 a month.

This is Important

"Selling is important," said he, "but we find that it is just as important to keep in close touch with the customer afterwards. Our store service in this connection I believe has been a very decided factor in the splendid advertising we have obtained from satisfied customers. We ask all buyers of machines to let us know immediately if anything goes wrong or the machine is not working right. Everytime we get a call from a customer we give it immediate attention. The trouble is usually trifling and easily adjusted in a few minutes. It is a small service but it is one that builds good will and that has resulted in customers sending us many other customers."

Bring Good Results

Next to persistent advertising this merchant has had the best results from store demonstrations. These are held a couple of times a year and are well advertised in advance. Without exception they have produced results. In addition to direct sales, a long list of real prospects is obtained. These are closely followed up and with excellent results.

"Window displays are most important. I believe our display windows are one of our very best advertising forces. They bring results and they bring them quickly. We have proved this repeatedly and as a result we aim to keep our windows in good shape and with a showing of seasonable lines always before the people," said he.

Going After Trade

A drive in the bicycle trade is being made. Sales in other years have been most encouraging and this merchant is confident that this season he can make a new record.

"We are going to sell 100 bicycles this season or know why," he said, "I think we will succeed. If we do not it will not be for want of trying."

From now on bicycles will be kept right at the front of the store. There will be frequent window displays of them and seasonable advertising to back up the window and store displays. By going after the trade aggressively he believes he can get more of it.

Auto Accessories Too

Just across from the display of bicycles and right up at the front on the right as one enters auto accessories are to be found the year round. A silent salesman display and behind that a very attractive wall display are always on view.

"Auto accessories," he said, "have developed into one of our very best departments. Ever since we began handling them the trade has steadily increased. They carry a nice profit and they make a splendid showing . In addition they bring in an appreciable amount of other

This novel window display arrangement showing washing machines was recently arranged by a hardware merchant with good result. The suitable environment to the housewife engaged in washing, attracts the attention of any woman who has washing and ironing to do. A number of the special facilities provided for lightening the labor of washing and ironing, as shown in the display, were sold as result of this arrangement. This grouping of lines has been found effective.

With the opening of Spring the G. A. McMurtry Hardware, St. Thomas, arranges windows of seasonable lines such as vacuum cleaners, carpet sweepers, etc., as outlined in the article.

business. Most car owners are men who need and are in a position to buy a great many things for their homes."

Carries The Stock

The auto accessory department has developed now to the point where a very large stock is carried. He aims to keep everything required for the average car. What is equally important is to let every car owner know that McMurtry's is the place to get what he needs. This is done by persistent advertising and by window displays. Hundreds of car owners have as a result of the service they secured come to regard this store as the place where they know they can get what they need. They not only come themselves but they send their friends and direct tourists here.

Knowing the game is a most important factor in the accessory business says this merchant. A good accessory salesman he believes, must know his stock thoroughly and must also know automobiles.

"The chap who only knows a piston ring as a round iron thing which goes some place into a car can have no intelligent interest in selling a car owner just the ring he needs, but if he knows cars and car problems, and finds out that a customer wants new rings for oil trouble and can supply just the ring required he is rendering the car owner a service that is seldom forgotten and brings him back every time he wants any other accessories."

Pleases Customers

"It pleases a customer who comes in for a storage battery if we can tell him that this battery or one of twice as much voltage is what he really needs and why."

Mr. McMurtry figures out that there are about four flivvers running around the streets for every one of the higher priced cars. He has studied this out and as a result keeps his stock in shape to take care of the requirements of flivver owners. This does not mean that he neglects the others but is merely cited to show that it pays to get down to brass tacks and know just how things stand. A lot of money can be lost by wrong buying and by foolish buying and this applies to all accessories. To the man who is prepared to give service he believes there are few better and few more profitable lines than accessories. Success in any business dependent on the good will of the public can only be lastingly obtained he holds by considering the customers interests first. Comparatively few car owners really know very much about their cars or what they need for them. The accessory dealer who by giving them good service and accurate advice wins their trade is building for himself, he believes, a lasting clientele which no competitor can take away.

Another line in which this merchant sees a big future is electrical goods. Since the restrictions have been removed on hydro he has been doing a steadily growing trade in various lines and especially in electric stoves and grills. He is giving the stoves a very prominent place in his store and they make a splendid showing. The fuel situation has been a big factor in speeding turnover in the stoves he believes although more and more, especially in the city are turning to electricity in view of the shortage of gas and the increasing rates.

Electrical vacuum cleaners have been a most satisfactory labor saver, he says, and his sales have mounted to nice figures with prospects ever growing. In the district around St. Thomas there is an incessant demand on the part of the farmers for extension of the hydro lines into the rural communities. With the completion of the Chippawa power project many of these lines will be built and a splendid trade is forecast.

Good Sales of Paint

As may be seen from the illustration, paints occupy a place of honor in the store and a large trade is done not only by individual customers but by painters who secure their supplies here. While selling paint it is the store policy to always give practical and accurate advice about how to use it.

"Women particularly," said he, "often have the most queer and impractical notions about the application of paints and varnishes. Women's trade is becoming increasingly important and is decidedly worth catering to. This is true not only in the paint and varnish business but in all lines. Paint is an all-year seller with us and one reason for this is that we keep our stock out where everybody can see it. We find that little display tables up at the front with both paints, brushes and auto finishes on them stimulate business.

An Important Field

"A most important field which it pays well to follow up closely is in the country. On almost every farm there are to be found either buildings or implements in need of paint. The argument that painting will improve the appearance of his building does not always carry the same appeal to a farmer that it does to a city property owner. The farmer, however, is just as anxious to save money or avoid loss as anybody else and when a farmer is convinced, and with costs of materials as they are now it is not hard to convince them, that painting means a real and very definite saving they are 'sold.' This is an argument that he can readily understand and it hits him in a most sensitive spot, his pocket. It is easy to show most farmers that they are wrong in thinking that they are saving money by not painting, but on the contrary are losing."

Mr. McMurtry is satisfied that the business future is most satisfactory and he is going steadily along making plans for expanding this and that department and for developing new ones as business dictates. One of his regrets is that his store is not larger. However this is a matter which can be remedied and plans are under way for making improvements that will give more room for stock.

CONTRACTS ON MOUNT ROYAL HOTEL

The following sub-contracts on the new Mount Royal Hotel, Montreal, have been announced:

Crane, Limited, plumbing fixtures.

Garth Co., Montreal, heating and ventilating appliances.

Jas. Walker Hardware Co., pulleys, chains, etc.

Canadian Allis-Chalmers Co., Montreal, cast iron windows and balconies.

Why Hardware Prices are not Lower

Hardware Manufacturers and Distributors All Point to High Freight Rates as Most Important Impediment to Lower Prices—Hardware Prices Have Declined From the Peak to Much Greater Extent Than Freights—How Hardware Prices and Carrying Charges Compare.

SO MUCH has been heard relative to the prevailing cost of hardware and what particular share freight rates have taken in this situation, that an investigation into the comparative cost levels should provide interesting data while at the same time revealing a number of vital facts which can be of direct service to the hardware merchant.

For this purpose, Hardware and Metal has compiled a column-chart which depicts the average range of freight rate and hardware costs for the last nine years. Commencing with 1914 levels as the unit base, the costs prevailing on March 1st, of each successive year are illustrated and the varying increases which became apparent in both hardware prices and transportation charges are easily seen. Such reductions as have taken place during the past few months are also clearly shown, while a careful study of this diagram reveals a number of pertinent cost arguments which are thus available for the merchant when discussing the price-problem with customers.

Rates Slow to Increase

It is noticeable, however, that the effect of the war inflation on freight rates was not apparent so early as in many other phases of industry. The initial increase in transportation charges occurred in July, 1916, and only averaged an advance of 5 per cent. over the then existing rates. It was almost two years later before another upward step was authorized, this later change coming into effect in March, 1918. Inclusive of this change, the total advance up to that time was approximately 21 per cent.

In the meantime, hardware prices began to climb, but while admitting that freight rates did not soar to such dizzy heights as did hardware quotations, yet it should be remembered that the price levels on hardware lines represent the ultimate costs of numerous contributing elements. Besides reflecting the increase in freight rates, there are higher labor charges, increased overhead, inflated distributing and productive costs, as well as additional higher prices on raw materials to take into consideration, which items both individually and collectively all tended to boost hardware quotations another notch higher.

Freight Rates Jump in 1920

Between 1918 and 1920, however, freight rates took a decided jump. Including both the increases granted in August 1918 and again in September 1920, the transportation levels reached the higher mark of 211.32, which is based on the index figure of 100 applied to March, 1914. The figure of 211.32, represents an increase of more than 111 per cent. over pre-war standards.

While these developments were taking place, the average hardware costs soared to greater heights, with each succeeding year. The rise became apparent to some extent in 1915, but assumed more generous proportions during the three following years. However, another important fact with a direct bearing on the current situation is that having registered a larger ratio of inflation, hardware prices have also recorded a much greater degree of decrease. From the price pinnacle represented by the figure of 268 in October, 1920, quotations on the majority of staple lines are now down to 189, which is a most substantial recession. The corresponding decline in freight charges has only been from 211, to the same level of 189, which clearly depicts the advantage which the hardware industry has in a comparison of this nature, and at once supplies another potent argument to retail merchants.

It is surmised in some quarters that as freight rates were among the later factors to be influenced by the war developments, a similar delay may generally be looked for in their ultimate reduction. Such a contention, however, is merely hypothetical.

Await Further Freight Cuts

Current declines that have been registered in hardware lines are the direct result of lower replacement values, attained through easing of costs in raw materials, wages and other similar elements. It has been pointed out that a corresponding recession in freight charges would assist in the present downward movement, although at the same time, the admission is general that the applied differenece on individual goods would naturally be of a very minor nature.

The situation is considered from a collective viewpoint, however, and dealers in heavy commodities would undoubtedly receive the most direct benefit from any future downward freight adjustments. In the steel industry, where the transportation of around five tons of ore is required for the production of one ton of steel, a decrease in freight costs would naturally assume much larger proportions than in other enterprises engaged in the manufacture of small and light articles. It is also a noticeable fact that prices on some heavier goods are still higher in proportion than the majority of other hardware lines, and it is factors of this nature which maintain the current average at higher levels than would otherwise be apparent.

Larger Production in Hardware

Quotations on hardware advanced higher on an actual percentage basis than did freight rates, but being commodities of a manufactured nature,

IMPORTANT POINTS IN COMPARING HARDWARE PRICES AND FREIGHT CHARGES

Hardware prices have declined considerably more during the past year than have freight rates.

Hardware costs not only registered a much higher level, but naturally have had further to recede from that level.

The fact that both hardware prices and freight rates are on a proportionate index basis at present, reflects the greater ratio of reduction in hardware.

The present hardware standards take into consideration a number of other cost elements —in addition to freight rates —which remain considerably above pre-war figures.

Hardware prices still reflect the present high freight rates, while current reductions have been in greater proportion than the easing in production costs.

The percentages covering the rise and fall in freight rates were supplied by the secretary of the Board of Railway Commissioners for Canada. The figures covering hardware were compiled from market reports and file records of Hardware and Metal.

hardware goods reflected not only the direct amount of increase in transportation charges, but also the additional advances in the numerous other production cost elements.

The diagram used in this connection also shows that freight rates have declined approximately 10.71 per cent. from the peak of post-war inflation. For easy figuring, place the scale at a little less than 11 per cent. While on the other hand, hardware quotations have receded something like 41 per cent. during the past sixteen months from the high mark registered in the latter part of 1920.

The cycle of inflation and deflation is presumably a case where "the last should be first and the first should be last." While costs were rising, the movement spread in ever-widening circles. Freight rates were admittedly among the last to come under this influence, while hardware as a class was one of the first to feel its effects. One step in this direction was not only a reflection of its predecessor, but was the direct result of its forebears. Now the direction of the cycle has turned "face about." These same steps must be retraced. But the difference is in their order, or rotation; this, like the entire movement, having been precisely reversed.

"It is evident," stated one manufacturer to Hardware and Metal, "that a certain proportion of our higher productive costs was made up of increased freight charges. This would apply on raw materials, as well as on shipping the finished articles to our various distributing points throughout the country. Present prices, still contain the reflection of that higher element in our cost. All the trimming of overhead, the easing of wage levels, and the reduction in material costs, still leaves us that additional item unaccounted for, and it must continue to be passed along to the ultimate consumer if producers and manufacturers are to remain in business."

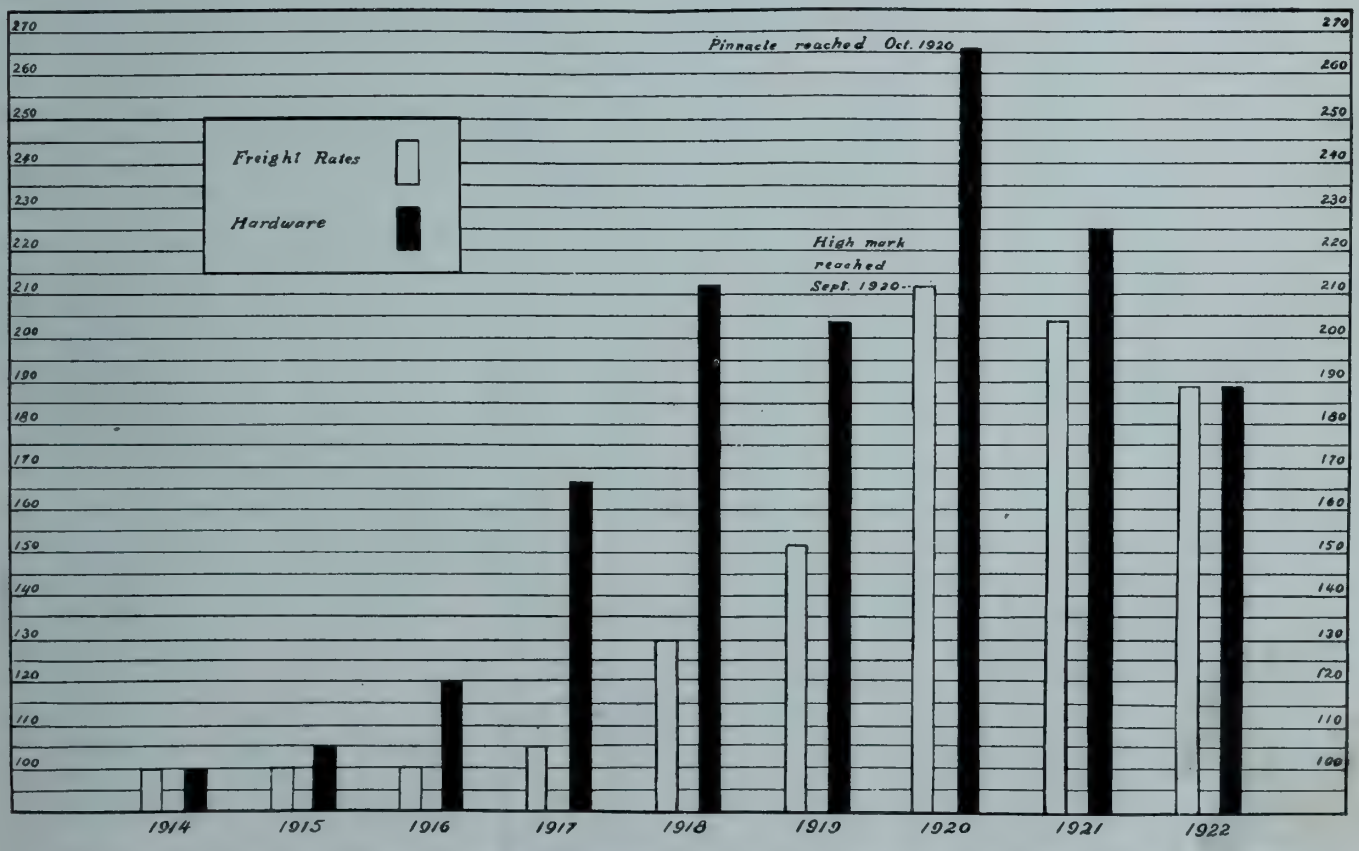
On the other hand, a prominent wholesaler expressed the opinion that freight rates "cut very little ice" in final prices on the majority of small hardware lines.

Where Freight Rates Stand

Date	*Nature of Change*	*Index*
March, 1914		100
July, 1916	Advance of 5 per cent.	105
March, 1918	Increase of 15 per cent.	120.75
August, 1918	Advance of 25 per cent.	150.94
September, 1920	Advance of 40 per cent.	211.32
January, 1921	Reduction of 3.57 per cent.	203.77
December, 1921	Reduction of 7.45 per cent.	188.68

Level of freight rates at present is therefore almost 89 per cent. higher than pre-war standard.

Comparing Freight Rates with Hardware Prices



As a basis for the above diagram, the price levels in effect for both hardware and freight rates on March 1st, 1914, are given the index figure of 100. The corresponding columns indicate the relative rise or fall in such quotations each successive twelve-month period until March, 1922, except in the case of 1920, where the columns show a break at the March 1st level, and are continued higher as representing the peak of inflation in each case recorded later during the same year.

The Public is in the Market Again

"The Consumer is King"—Merchants Must Recognize Changed Conditions—Customers Will Buy and Buy Strongly Whenever Convinced That Prices Are Right—Not in the Interests of Business For Profits to Rise to Unwarranted Percentages

THAT the public is opening its purse and coming back into the purchasing market, is the opinion of Samuel Hopkins Adams as expressed in an article on business conditions in "Leslie's Weekly."

The public, however, says Mr. Adams, is not the "pre-war" public, still less, the "during-the-war" public.

It is so to speak, a hard-boiled public. It is ready to buy; it wants to buy; it is buying. But not on the merchant's terms. On its own. Not what the merchant wants to get rid of but what it wishes to acquire. It used to shop with its eyes. Now it shops with its brain. It used to buy for fun. Now it buys for value. Missouri is its birthplace, and it has got to be shown. If the value is not demonstrable, back goes its purse into its pocket. Business in general is looking up, but there is one important exception; 1922 model gold bricks are going to be a very slow-selling line to the 1922 purchaser.

Consumer is King

"The consumer is king to-day," a leading business economist recently told a convention of merchants. "Your easy reign is over. It has been for quite a while, but many of you haven't waked up yet to the fact. Now you have got to do business your customers' way if you expect to go on doing business at all."

The purchasing public has not reached its present state of hard-boiled sagacity without harsh experience. It had to pay a heavy price for being foolish before it became wise. Now it purposes to recoup on its dear-bought wisdom. Any business man who is unprepared to deal with that psychological condition is likely to cease to be a business man precipitately.

Every exorbitant price displayed in a shop window is an advertisement against the return of good times. While shopping about, I overheard a man with his wife in front of a hat store wherein a crimson-silk-lined velour "soft," luxuriously nested in a high-art environment, marked $20, say to her:

"You see! It's no use trying to buy anything yet. They're still out to rob us."

A typical reaction. Only a block away another store was displaying hats of the same general type at $4; good hats, too, as I can testify, for I had one on at the time. But the disgruntled shopper did not know of that store. What he did know, on the evidence of his eyes, convinced him that he had better keep his money in his pocket. Personally, I feel that I cannot afford to pay $20 for $10 head-gear, when by going around the corner, I can buy for $5 a hat worth that price, the percentages are too much against me.

Jumps on the Retailer

"Everybody jumps on the retailer," complained one troubled merchant in discussing the present situation with me. "People don't stop to think of our difficulties." And he set some of them forth cogently.

That hovering incubus, Overhead, is, it appears, the worst. Thereby hangs a sad tale of poetic justice. In the fat years when everybody bought everything at any price, the shopkeeper, piling up his profits, thought bitterly of the excess profit tax to come, having a regrettable but quite human dislike of paying over his money to the government. Raising wages and salaries struck him as a simple and pleasant way of evading the tax in whole or in part. He raised them all around. Twenty-dollar clerks enjoyed forty and fifty dollar wages; three-thousand-dollar-a-year managers were lifted to five, six, even nine or ten thousand salaries. All of them adjusted themselves joyously to the new standards of living. So far as the business went they were practically the same clerks and managers, for it is a melancholy fact that raising a man's pay does not necessarily or even usually make him a better salesman or executive.

Then came the slump. Logically, wages and salaries should have come down parallel with deteriorating business. But there was a serious obstacle. Although raising a man's pay does not make him more efficient, cutting it does invariably make him less so, an apparent paradox which, however, has its roots ineradicably fixed in erring human nature. And more, not less, efficiency is urgently needed now when about 50 per cent. additional effort is required to sell to the present-day educated public, value-demanding, "show-me" public, as compared with the prehistoric shopper of war days, who demanded a chance only to spend her money as quickly and painlessly as possible. The retailer of to-day is paying salaries and wages approximately double what the returns would logically justify.

Spread is Too Great

To-day "spread" between wholesale and retail is, roughly averaged, 28 per cent. This is too much: though in many stores, even of the heaviest bulk business it is greatly exceeded. Various processes of adjustment and elimination have been put in motion, looking to a reduction of the excess. It is not improbable that this divergence may be reduced to 20 per cent.; the public, of course, profiting by the reduction.

One class of merchant, the foolishly optimistic or stupidly obstinate, is still hopeful of passing all his super-costs on to the public. The public is pretty well educated not to accept the burden, but to insist upon prices reasonably based upon the manufactured cost of the article. That demand, the sagacious merchant is meeting with more efficient methods of salesmanship, shrewder merchandising, sounder advertising, and more careful economies. He is building up a new style trade while his less sapient rival is losing the old style.

There can be but one outcome. The trade-spoiler is going under. He may for a time get the upper frotn of the trade, but a business can no more live on that permanently than a man can live on cake-frosting. The trade-builder is coming back into his own. The stage is set for his success. The public will buy and buy strongly whenever it is convinced that prices are right. The sudden and unexpectedly great rush of holiday shopping proved that. Retailing will never again be the easy-money-for-all game that it once was; the profits will not rise to such absurd and unwarranted percentages. Nor is it to the best interests of business that they should.

For the efficient, honest, fair-dealing business man there will be an increasing patronage of purchasers far more educated to values and expert in judgment than ever before; approaching, perhaps, the shrewdness of the French shopping public, which, in normal times, constitutes the most reliable market in the world. Doing business with such a public will be a more safe and reckonable process, and less of a gamble.

Along that road lies permanent prosperity.

Marked Reduction in Hardware Prices

Diagrams Contain Many Authentic Arguments for Retail Hardware Merchants and Provide Reliable Price Information—Comparisons With Pre-war Levels Show Appreciable Degree of Liquidation in Hardware Industry

DIAGRAMS or charts depicting price comparisons and developments have been of proven worth to the retail merchant in keeping in touch with the basic market tendencies. The various tables compiled by Hardware and Metal, and reproduced in this issue indicate just where hardware quotations stand in relation to pre-war costs and at the same time provide the trade in general with various authentic price arguments when required. Additional charts have been prepared showing the different price trends on such special lines as ready-mixed paint, bar iron and steel while the column-chart depicting the relative fluctuations on field crop and hardware prices since 1914, provides an interesting study.

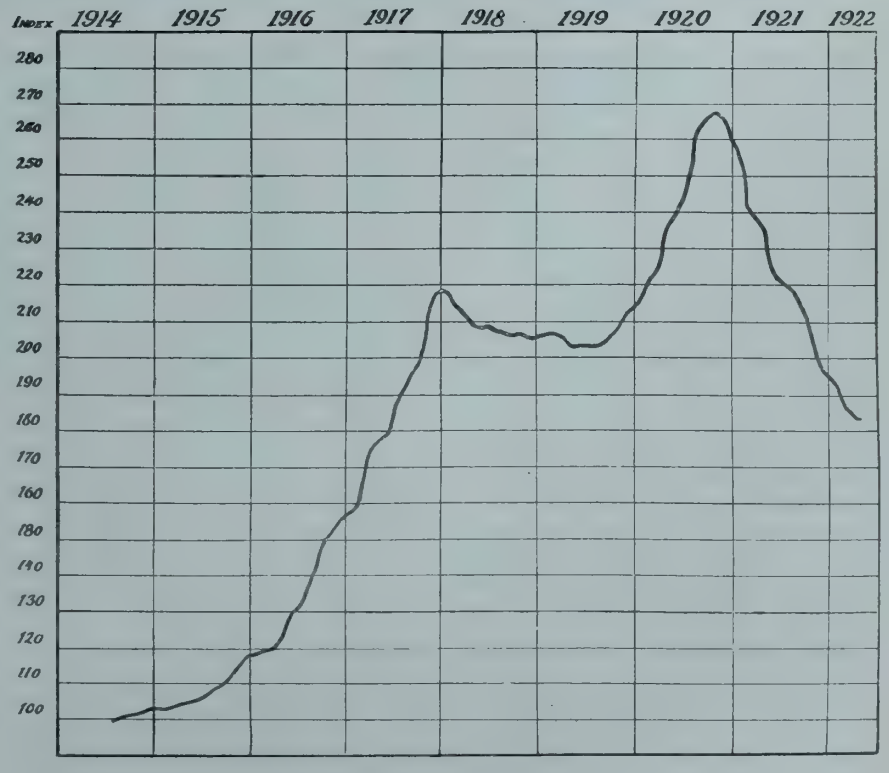
Substantial price recessions have taken place during the past few months, and the chart illustrating the ratio of decline since January, 1921, is of particular interest in this connection. Just how hardware prices on the average compare with the levels of pre-war days, is described in another diagram covering the varying quotations on fifty staple hardware lines during the past nine years. This chart shows the present average to be approximately 85 per cent. higher than August 1914, while at the same time, drawing special significance to the fact that in the short space of fifteen months, the war-period price inflation has been practically cut in half. Towards the latter end of 1920, hardware prices on the average attained a mark of 268. Many individual lines show a greater reduction, and stand easy comparison with pre-war levels. Other prices are temporarily restricted from further immediate lowerings owing to the reflection of railroad freight rates, labor, distributing and other production costs. The base prices on bar iron and steel are indicative in this respect of the marked liquidation in the steel industry in general. In many cases, the price trend in this direction has been looked upon as a barometer governing, or at least indicating, the probable tendency in numerous finished and semi-finished products.

Basic market developments are undoubtedly reflected in comprehensive data of this description, and the consequent price fluctuations offer a guide as to the future normal developments. These facts supply the ready contention that hardwarde prices are not waiting upon other trades in the matter of price reduction, but are taking the lead in this respect. Quotations on hardware have declined according to the necessities and environments of its own particular sphere, combined with the reflected easier levels on basic commodities in the primary markets. Adverse criticism of a price nature levelled at the hardware trade in general, can hardly be credited with any authentic foundation in the face of the solid facts contained in the appended charts.

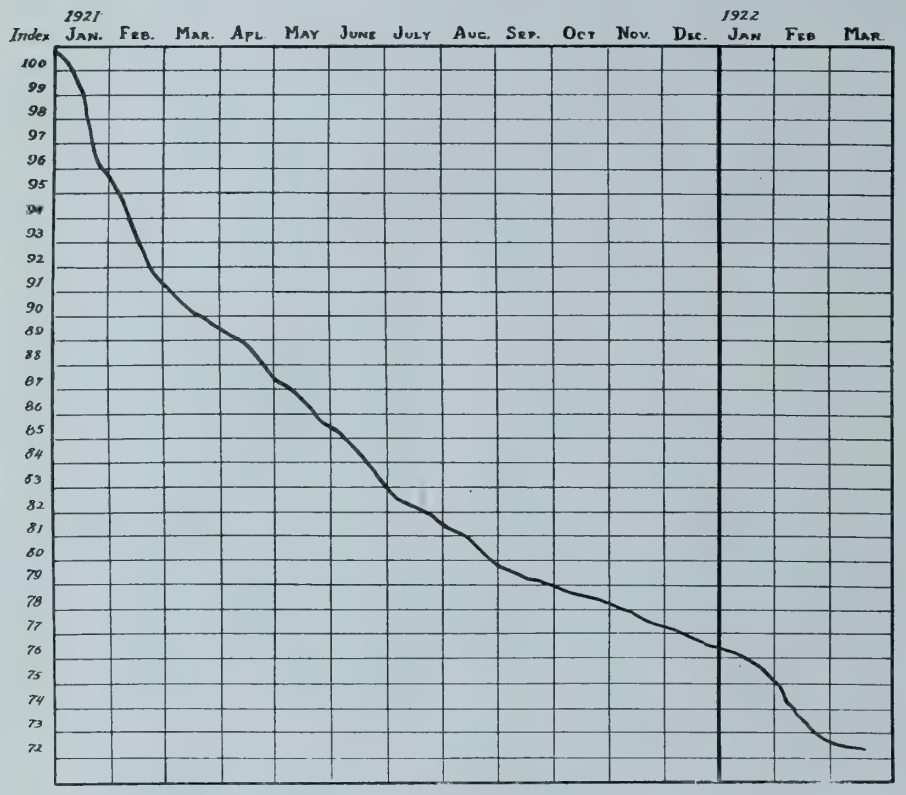
Trend of Hardware Quotations Since 1914

THE STRONG downward tendency which has been recently evident in prices on many hardware lines, can be truly appreciated when supported by the comprehensive table illustrated herewith, depicting the range of average hardware quotations through the last nine years. Prices in effect, August 1914, on fifty staple lines have been taken as the foundation for this chart, and are illustrated by the index figure of 100. The ratio of increase and reduction accurately gauged on the diagram referred to, which gives the comparative range of prices year by year, until March 1922. The fact that the present figure is approximately 185, shows that in taking these commodities as representative of hardware in general, quotations are just about 85 per cent. higher than pre-war levels.

The true significance of this situation, however, is realized when the extent of the decrease since the high peak of prices is measured. Towards the latter end of 1920, prices were in the neighborhood of 268, and since that time, have receded to the level already noted of 185. These facts should serve to remove the erroneous impression, which exists in some quarters that hardware prices soared out of all proportion and are still considerably higher than before the war.



Authentic Price Arguments for Hardwaremen



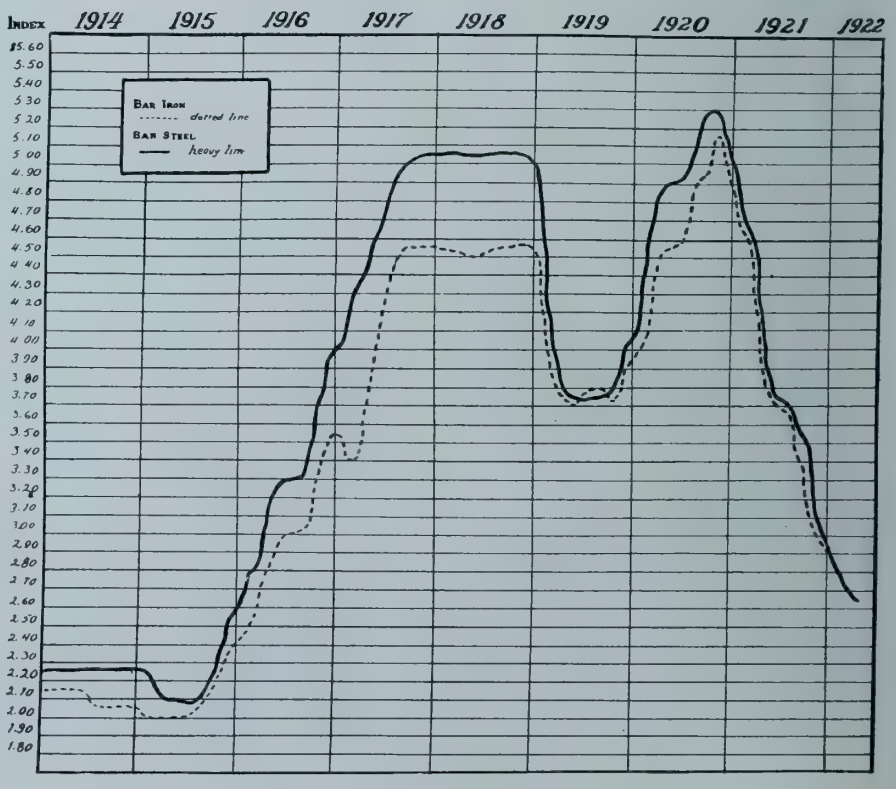
CONVINCING testimony as to the extent of the decline in hardware prices is provided by the chart covering the average quotations on fifty staple hardware lines, reproduced on this page. This diagram illustrates the extent and manner of the composite reductions during the fifteen months from January 1, 1921, until the present. The prices actually in effect on that date are represented by the index figure of 100 and the various announcements of lower quotations which developed during the past year and also in the initial months of the present year, can be clearly followed.

Prices during 1921 dropped approximately twenty-four per cent., when the fifty lines used as the basis for this diagram are considered representative of hardware goods in general. Many recessions have been recorded during January and February of the current year, which now places the average hardware quotation 28 per cent below the level which prevailed in January 1921. This is a most substantial decline, and compares very favorably with any other class of trade. Complete information as to how prices compare with pre-war levels, is contained in another chart in this issue

Iron & Steel Base Prices Over Nine Years

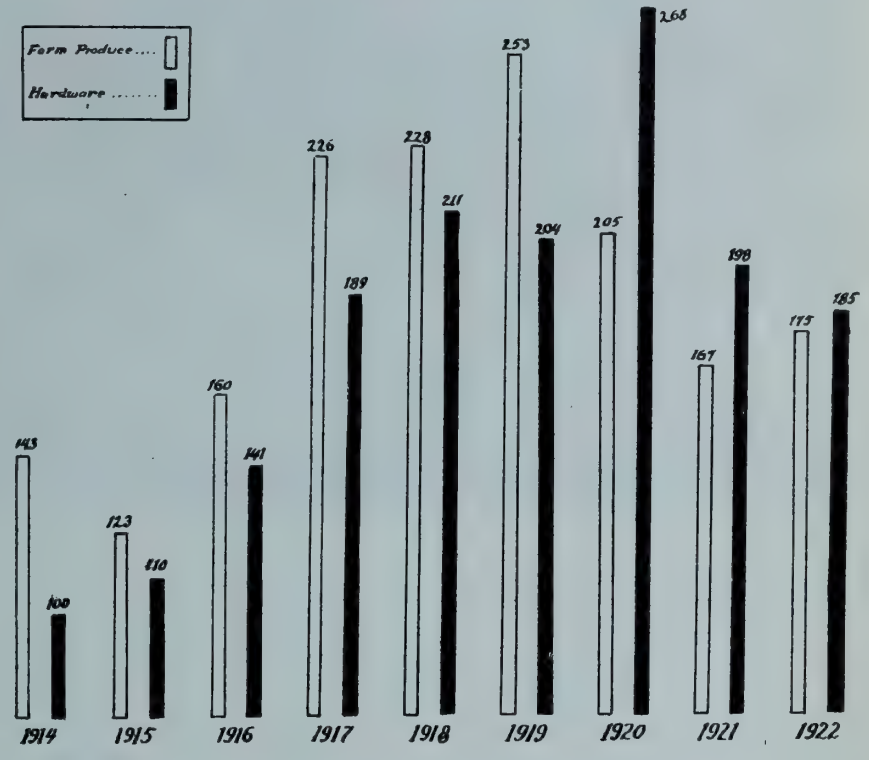
THE TREND of iron and steel trade prices has many times been taken as a gauge governing the average range of hardware prices in general. This is principally attributed to the large percentage of manufactured steel products in the hardware industry. A certain similarity in rise and fall of quotations during the past nine-year period is evident when the average base prices on bar iron and steel are compared with the representative price developments on certain staple hardware lines.

In the chart reproduced herewith, the comparative base prices on bar iron and steel are indicated year by year. The continued line represents the price fluctuations in Canada on bar steel, while the dotted lines indicates the rise and fall of primary base prices on bar iron, on the domestic markets. The index covers the actual prices, and thus the varying changes can be more clearly followed. The existing base price of $2.70, compares very favorably with the level of $2.25 in effect in January 1914. When freight rates, distributing and production costs, and various other elements are taken into consideration, it is readily recognized that the liquidation in steel prices is most thoroughly advanced.

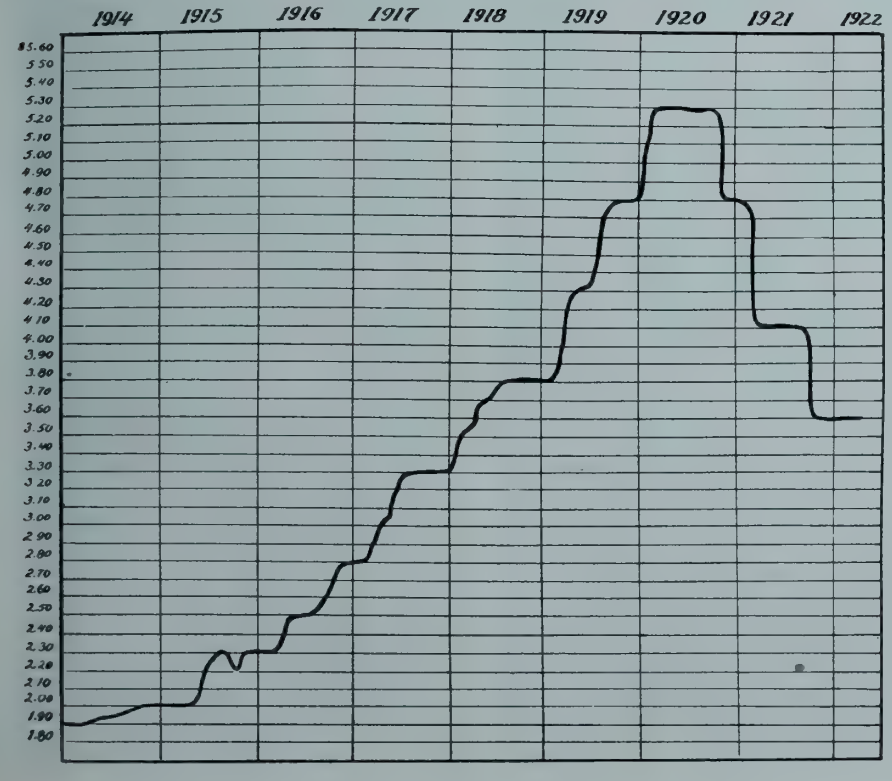


Comparing Hardware and Field Crop Prices

AN INTERESTING comparison is afforded in the chart produced herewith between hardware prices and the quotations on farm produce over a period of years. Commencing with the figures for the year 1914, it is at once seen that field crop prices were 43 per cent. above the average range for the previous five-year period, while quotations on hardware were approximately normal. For six successive years, farm produce prices ranged higher in proportion than did hardware, and showed a greater degree of inflation. Only during the two years, 1920 and 1921, did hardware prices register a higher average in comparison with farm produce, while the comparative average for the nine consecutive years, supplies another substantial price argument in favor of the hardware merchant. Such figures also indicate that in reflecting manufacture costs, hardware products registered a remarkable decline during 1921, a downward movement which has been continued throughout the initial months of the present year. On the other hand, some higher prices on wheat, and the recent increases in flax seed tend to reflect a slightly higher percentage covering field crop prices.



Average Quotations on Ready Mixed Paint



IN STRIVING to make 1922 the greatest paint and varnish year, various price arguments, indicating the rapid and marked decline in paint prices since November 1920, may prove to be of real service to the retail merchant. Any comparison between the prevailing cost of paint products and the high mark recorded on these lines during the post-war inflation period, merely serves to accentuate the extensive reductions which have been announced during the past fifteen months.

A summary of the diagram reveals the fact that there occurred practically no change in paint quotations until June 1915, which was almost one year after the outbreak of hostilities. Further immediate revisions were of a restricted character, and quotations soared as increasing production costs repeatedly forced developments of this nature. The highest level of $5.30, attained in 1920, represents an advance of 165 per cent. over the August, 1914, level. Compared with the prevailing price, which is only 80 per cent. higher than the pre-war basis, another substantial and authentic price argument is thus available to the merchant when discussing paint prices with prospective customers.

Hardware Merchant Pins His Faith on the Adoption of "Save the Surface" Department

Convinced That Coming Season Will Surpass Records of Preceding Years—Sales Have Been Doubled Each Successive Year Since Opening Five Years Ago—Line Cast for Non-Customers Through Mailing Lists—Early Inquiries Promise Well For This Spring's Business

TO HAVE doubled sales of paint and varnish each successive season for the past five years, and to further increase this growth of the department this year is the past accomplishment and future intention of Ravary Limitee, 2115 St. Catherine St., East, Montreal. Commencing in business on the present premises five years ago, sales records show that the turnover at the end of each year has doubled that of the previous season. To again attain this standard, and surpass it, is the objective for 1922, and when in conversation with Mr. Ravary, Hardware and Metal was left in little doubt as to what the records will show in December next. Plans for the year's campaign were commenced in the month of February, and they are plans that should certainly bring results.

"Save the Surface" Department

Where Mr. Ravary pins most of his faith in the business they anticipate this year is in adopting their "Save the Surface" department. From appearances this means a large painted sign directly at the end of the paint shelves, well up to the ceiling, and in full view when entering the front door. Added to this are the now well-known slogans, with the hand drawing the paint brush, wherever they can be conveniently displayed in the paint section. To Mr. Ravary and the salesmen behind the counter the adoption of the new department means something more, and it is realized that it is up to the salesmen to convey the true meaning to the customers. "The sign will do its part and we will finish the job," was the concise way in which the future success was spoken of.

The paint department is both spacious and well balanced, and has been extended twice since the opening of the store. It now occupies almost the entire side of the front store, with a counter of the same length immediately in front of the shelves. The increased business done from year to year has made it necessary for a corresponding growth of shelf space, and with the addition now of the large sign, painted across the rear partition, a very complete appearance is given.

"Customers see the sign immediately upon entering the front door, and invariably a question is asked. If only through curiosity, it gives us the opening, and we lose no time in acquainting them with reasons why it was placed, there, and what it really means," said Mr. Ravary.

Non-Customers on Mailing Lists

It was early in February when Hardware and Metal visited the store, just at a time when the new Spring shipment had arrived, and activity was everywhere apparent in the paint department. Although early for paint sales, preparations for the coming season had already been made in the sending in of the mailing lists. A rather peculiar feature was explained in the compiling of these lists, and it was learned that the same method was adopted each season. A complete revision is made in the names, and rather than forwarding the same list of customers each year, special care is exercised in seeing that parties who are not customers of the store constitute the list for the most part. In doing this a line is cast, not only for paint prospects, but for other lines in the store as well. As Mr. Ravary explained, they can take care of their regular paint customers, because they get in personal touch with them over the counter. It is the ones they cannot reach that are sought through this medium. Past records of the paint department are sufficient proof that this has been a good idea.

Women Customers

Women form a good part of the paint customers, as is the case in nearly all hardware stores. Sales of smaller cans and sundries, including varnishes, stains, wax, polishes, etc., add materially to the sales records. For this reason the Ravary store has found it almost necessary to cater in such a manner as will prove pleasing to this trend of trade. When a lady customer enters and asks for a can of paint or varnish for the inside of her home, in many cases she is in the middle of her house-cleaning duties. There are floors, walls, ceilings, or perhaps furniture which will require a refreshing coat. If paint is required, the chances are there is a room or two that should be re-papered. Wall paper then has proven a good line to work in conjunction with the paint department.

The growth of this department was fully explained when Mr. Ravary stated that for the first year, five years ago, only twenty patterns were stocked. Last year 250 different designs were shown, and for this season, nearly 350 new patterns have been bought. Stocked in bins immediately at the end of the paint shelves, but separated really by a partition, these bins run from ceiling to floor the full length of the rear part of the store. Each bin is numbered according to samples in book which is on a stand facing the paint department.

Earlier Enquiries

"Paint is much cheaper this year, isn't it, Mr. Ravary? Guess I will be able to paint the house this spring,"

The "Save the Surface" department of Ravary, Ltd., Montreal, is prominently named with the familiar sign of the campaign in both English and French. Where customers are already acquainted with the underlying principles of the campaign this linking up of educational effort helps paint business and where the campaign is unknown to customers, an opportunity is presented for fully explaining its meaning. Following up the message given by the signs, the paint salesmen support the arguments surrounding the use of paint, varnish, etc., for protective value and this combination of effort has proved very effective in stimulating business in this store. The paint department has been extended twice since opening the store and has doubled in volume each successive season for the past five years. This is sufficient recommendation for the principles followed.

was not an uncommon remark heard in the store in the early months of the year. Early inquiries, with lower prices now as an inducement, lead Mr. Ravary to believe that a new record would be made this year.

A POOR BRUSH DISCREDITS GOOD PAINT

(Continued from page 177)

the brush. We recommend a good brush, fully realizing that if the completed work does not please, owing to the use of a poor brush, the brush will not get the blame. The failure will be charged to the paint, and the dealer will come in for the blame."

Visualize the Completed Job

A big business has been done already this year in various enamels.

Like the national advertisers, Mr. Noble, the display manager feels that a customer, in considering the purchase of an enamel tries to visualize what the completed job is going to look like. To help them do this, Mr. Noble always shows some piece of furniture like the hair restorer shows your head, "Before and After."

He is always on a still hunt for an old rocker, an old bureau or some other old derelict that will respond to a good coat of enamel. One of the most effective window pieces that he ever used, was an old bureau which looked as if it had camped out all winter. He gave half the bureau a couple of coats of good glossy white enamel.

The handles on the rejuvenated side were all tightened up and bronzed. The resultant piece of furniture was a story without words. The store enjoyed a noticeably large business in enamel.

The fad for bronzing baskets, chairs, floors, fir cones, statuettes, leaves, etc., was given its impetus in Vancouver by the artistic series of windows dressed by Mr. Noble, featuring the effects to be obtained by the use of the various shades of bronzes in combination. A large volume of business in bronzing materials is still maintained.

Personal service and personal interest pay big dividends, states Mr. Henderson. One lady customer dropped in one day, and expressed the desire to get some enamel, "the same color as some furniture in a window down the street." The salesman went with the customer to the window in question, noted the color, mixed some to the desired shade, and Mr. Henderson avers that through that one delighted customer, there have been three or four new customers directed to the store.

To sum up, Mr. Henderson described the manner of building a good brush business as follows: "Study brushes, get a good line, the more it is advertised the better. Display a full range, up near the front of the store. Talk and sell good ones, because a cheap brush reflects no credit on the dealer, and brings discredit on good paint."

TWO "SAVE THE SURFACE" CONTESTS BEING ARRANGED

Two contests are being arranged by the Save the Surface Campaign Committee open to dealers or dealers' clerks. One contest is for window displays, for which prizes as follow will be given;—1st. $50; 2nd. $40 and 3rd. $25. The "Save the Surface" window trim and slogan must be a part of this display, and preference will be given those windows which best illustrate the idea of protection and preservation.

The other contest with prizes of the same value is for newspaper advertisements which must incorporate prominently the "Save the Surface" idea. This contest is open to dealers and dealers' clerks and awards will be based on the use of the "Save the Surface" arguments in the most novel ways to attract attention. Photographs of window trims and copies of newspapers containing ads must be entered at the headquarters of the committee, 509 Royal Trust Chambers. 107 St James St., Montreal, on or before July 1, 1922. The Save the Surface committee will act as judges of both contests and those eligible for the contests may enter one or both.

Farmers Now Are Better Paint Prospects

Recent Higher Prices of Farm Products Will be of Immediate Help in Increasing Farmer's Buying Power—Paint Prices Now Sufficiently Low to Encourage Hesitating Prospects to Action

Written for Hardware and Metal by W. S. FALLIS, Vice-President and Managing Director Sherwin-Williams Co. of Canada

PROGRESS in the paint industry in the opening months of the year, in that increased gallonage over last year is shown, and indications of an active season ahead, were briefly outlined by W. S. Fallis, vice-president and managing director, Sherwin-Williams Co. of Canada, Ltd. Terming the industry as more or less psychological, there were two factors in its favor, apart from any natural advancement in trade generally with the opening of Spring. Unemployment, which is detrimental to business in most lines, was found to be beneficial to an extent in paint sales. Men out of work in many cases found employment around the home, painting and renovating, where otherwise this would not be done. Also, there was still a good amount of painting required for buildings neglected in the years of the war, and those following. Reports from all sections indicate such to be the case, and the majority of people would not allow this condition to prevail all through 1922, when paint is now considerably cheaper.

W. S. FALLIS

Vice president and managing director of Sherwin-Williams Company of Canada, who points to the farmers as better paint prospects now that farm products are bringing higher prices.

West not at all Disappointing

Speaking of conditions in the West as he found them on a visit through the Western provinces earlier this year, Mr. Fallis said that they were far from disappointing, and an improvement, he was convinced, would also be felt with the opening of spring weather. "The recent advance in the price of wheat will help out the farmers more than anything else, as they will now be able to thresh their grain, still in the stock, at a reasonable profit. Last year this was denied them because of the enormous cost of harvesting, and the low level of the wheat market.

"Crops were poor in some sections, but the West is now so vast that a total crop failure is hardly probable. Last season the Southern part of Saskatchewan and Alberta was poor, but the northern part of each province produced fairly well. The same could be said of Manitoba," he continued.

"Business in Ontario and Quebec was usually of a more staple character, and reports from these provinces could always be used as a barometer for trade in general. The Maritime provinces, unfortunately, were a little backward because of labor troubles they had experienced, but a turn for the better was now evident in this quarter."

Aggressiveness Pays in the Paint Business

Immediate Future Holds Much in Store for Business Man Who Analyzes Its Possibilities and Problems—Ebb and Flow of Last Few Years Has Left People Well Provided With Most Everything But Paint

Written for Hardware and Metal by M. F. CHRISTIE, President G. F. Stephens & Co., Ltd., Winnipeg

IT MUST BE frankly admitted that 1922 presents serious problems—the solution of which will call for unusual determination and effort on the part of everyone concerned. Such an admission, far from being a sign of weakness, may be turned into a veritable source of strength, since to recognize the presence of a problem presupposes, on the part of live red-blooded business men at least, a desire not only to solve it, but to make it serve their purpose.

In the present business situation there is one redeeming factor for the paint dealers.—In the flood-tide of prosperity the public bought liberally and in a great many cases, over-indulgently, of not only necessities, but many luxuries while the purchase of paint seemed to have been regarded as something that could be put off, if not indefinitely, for another year or so. The result is, that while many people are well provided and will be for some time, in respect to their household equipment and other needs, their properties are starving for lack of paint.

This is true, not only in regard to the bulk of exterior work, but also in the case of innumerable interior jobs, and the public can quickly be won over to a paint buying frame of mind by concerted action on the part of the paint manufacturers and paint dealers.

An Apt Retort

The attitude that should be adopted at this time by everybody connected with the paint business can best be expressed in the answer of a certain merchant, who, when approached by a business friend and asked the rather sterotyped question, "How do you find business?" promptly retorted, "By going after it."

That the paint manufacturers are alive to the value of this policy is evidenced by the tremendous volume of advertising that has flooded the country during the past two years in connection with the "Save-the-Surface" campaign. It remains for the paint dealer to pluck the fruit, which has been ripened by this warm glare of publicity, by co-operating with the manufacturers to the fullest extent.

In another month spring will be here,

M. F. CHRISTIE

President G. F. Stephens and Co., Ltd., Winnipeg, who gives herewith some good pointers for the paint department in connection with Spring trade.

and the question arises, "What is the hardwareman going to do about it?"—The best answer to that question, will result by prompt action on the part of every dealer in bringing his paint stock to the front, as much as possible during the next few months. No matter how complete the dealer's stock of paint commodities may be, if it is hidden from view, away in some back part of the premises, it is not likely to arouse the buying impulse in the public who enter his store.

Putting Paint to the Front

The fact may be conceded that almost every property owner and householder subconsciously associates the spring season with painting, decorating and cleaning up. That being so, it is up to the paint dealer to clinch the matter from the sales viewpoint by actually visualizing to store visitors what is subconsciously running through their minds at this season.

Right here the dealer can take advantage of the educational propaganda that has been conducted so insistently by the manufacturers of late—and, by making prominent displays of paint, varnish, and allied seasonal lines in the front part of his store featured with attractive show cards inscribed "Our Save-the-Surface Department," he will stand an excellent chance of converting that subconscious thought into a buying reality.

It may be argued that the moving of paint stock from one part of the store to another means extra work—of course it does, but the kind of work that will most certainly result in a greater volume of business—Not only that, but this kind of work has an additional advantage insofar as it encourages and teaches the dealer to look over at regular intervals and keep it fresher and more up-to-date, than would be the case were it constantly and peacefully reposing on the back shelves.

Along with this effort to lay out an attractive "Save-the-Surface" Department, the dealer ought to make free use of the liberal distribution of dealer aids supplied by the paint manufacturers and which too often find a resting place under the counter. Bright snappy looking window trims, color cards, wall and counter displays of samples should all be used in helping to turn prospects into customers. This is what they are intended to do and live dealers have proved that, properly employed, they accomplish their mission.

Paint as a Factor in Coming Prosperity

Canadian Business Conditions Fundamentally Sound and Better Times Are Immediately Ahead —Paint and Varnish Will be Important Factors in Building Sound Prosperity

Written for Hardware and Metal by R. C. MISSON, Manager Sherwin-Williams Co. of Canada, Ltd.

IT IS AN evidence of the fundamental soundness of Canadian business, that it goes through periods of economic and business disturbance with what may be described as the minimum of difficulty, compared with the serious dislocations of industry which take place during similar periods in other countries. I think it is true to say that Canadian business has recovered more quickly from the last three periods of depression—1907, 1914, and the present one—than has been the case anywhere else.

A careful survey of conditions as they now exist, will convince us, I am sure, that we have stemmed the tide of depression, and I firmly believe that Canada is on the eve of a prosperous period of steady and healthy development. In considering the directions which this development will take, and the conditions which will arise through the passing away of the present difficulties, and old difficulties, I prophesy for the paint and varnish industry an ever increasing volume of prosperity.

One of the acute problems of today is the housing shortage—a problem which will have to be solved within the next five years, and the solution of which means a stimulation of building activity, thus directly increasing the use of paint and varnish.

Then there is the industrial revival to be looked forward to as a beneficial factor. Economy is, and has been for the last two years, the principle upon which railways, public service corporations, and industry in general have conducted their businesses. As a result, expenditure for rolling stock, maintenance, upkeep of paint and similar items, has been at the minimum. As soon as conditions definitely brighten, there will be a rush to put plant and equipment of all kinds back on the most efficient basis. Repainting of all kinds will be undertaken to a very large extent by railways, manufacturers, and the private consumer.

R. C. MISSON

Manager Sherwin-Williams Co. of Canada, Ltd., who shows why there is a big paint business to be developed this year.

Save the Surface

As another factor contributing towards increased activity in the paint and varnish business, we have the Save-the-Surface Campaign, which is now at the apex of its productivity, as the result of several years of educational work which have been done. Our industry is an economically sound one,—every dollar's worth of goods used contributes to a very large extent to the national wealth of the country. The use of paints and varnishes is a decided economy. They not only beautify, but they protect and preserve property, thus delaying the necessity for repairing and replacing for an indefinite period. This is the spirit of the Save-the-Surface Campaign—its value is being more and more widely recognized by the trade on this continent, and it is now one of the outstanding examples in educative advertising.

These are a few of the reasons why I look for constantly increasing activity in all lines of trade, and for our own particularly.

I have great confidence in the slogan —"Do it Now;" therefore, I want to say a word in season to every paint and varnish dealer—that is, that no time should be lost in formulating your plans, if they have not already been formulated, to secure the maximum amount of paint and varnish business that the bright prospects for the coming season offer; and to co-operate as fully as you can with the plans which have been made to make these prospects still better.

Canada in my opinion during the period of depression which we hope is finally passed, has shouldered the load, not with a sinking heart, but with buoyancy and much courage—for it really required courage. No greater truth could be spoken when considering the resources of our country than the statement that they are boundless. With its natural wealth backed by the courageous thrift which is characteristic of Canadians, there is bound to be a period of prosperity before us, which we can enjoy to the utmost.

Debentures, nearly all negotiable, to the value of $20,000 and $200 in cash was the loot of robbers who broke into the premises of the Bernier Hardware Company's store, 126 St. Lawrence boulevard, Montreal.

THREE LIVE WIRES

Salesman Merchant Clerk

Written by the
"Save the Surface" Committee
for
Hardware and Metal.

Salesman: This Spring order is a credit to you and there should be no danger of your having to lose any sales on account of your being out of stock.

Merchant: You are right—I found out to my advantage early in the game that a well assorted stock and kept well assorted all during the Spring and Fall helped me build up an ever increasing paint business and that I am constantly getting new customers from at least one of my fellow merchants who is often out of staple lines; the people can't wait for him to order so come to my store and many have been won over as permanent customers.

Salesman: Ship at once?

Merchant: Sure, shoot it along as quick as possible.

Salesman: Say George, you are doing a fine paint and varnish business but I can show you how you can increase the sales and profits of this department 25%.

Merchant: Well Jim, fire away—I have ears as big as a Missouri Mule when it comes to anyone suggesting how I can increase my business.

Salesman: George, I know you are enthusiastic over this "Save the Surface" Campaign—How about it?

Merchant: True as you sit there, Jim—it's the best selling campaign ever put over and believe me I have sold some nice bills of paint and varnish as a result of it.

Salesman: Fine, George, but you have only been the side show so far; it is now up to you to make your store the headquarters or main show of this big campaign.

Merchant: Well, show me the way.

Merchant: (To Chief Clerk) Bill, come here and listen in on this.

Salesman: You are conducting an up-to-date hardware store, and of course every one knows you carry a full line of hardware products, but they don't all know you carry a fine paint stock, so first of all let me suggest that you move your entire stock of paint and varnish from the rear of your store to the front where every customer entering your door will be reminded of the fact that you are prepared to take care of all their paint requirements, and don't forget that the bright labels and advertising features will also make a favorable impression.

Merchant: Yes, that's not a bad idea.

Salesman: Now for the main show—I want you to cash in on this big "Save the Surface" Campaign—First, arrange with your editor to run about six quarter page advertisements during April, May and June, featuring the fine quality of our house paint, also an adv. on floor varnish, one on flat wall paint, one on barn paint, etc., and introduce the "Save the Surface" idea in the copy. For instance, you can illustrate the value of paint as compared with fire insurance; fire destroys in an hour, but rain and snow and sun will destroy just as surely unless the property investment is protected regularly with paint and varnish. There are many other appeals such as home and town pride, increased selling value of well painted property, etc., and use the "Save the Surface" slogan as a part of each advertisement. In this way you will cash in on the big campaign that is being conducted by the manufacturers and to which I am proud to say our firm is a contributor.

Clerk: Can you help us frame up the ads?

Salesman: Sure, if you say the word I will have our advertising department work up a series of six ads. for you—all you have to do is make your contract with the newspaper and tell us the size of the space.

Merchant: Well, Jim, I call that service and just to show you I believe in action, I will call on the editor with you and start something at once.

Clerk: What about the "Save the Surface" window display contest I saw advertised in Hardware and Metal?

Salesman: George, what about letting Bill compete in that contest?

Merchant: Fine! Go to it, Bill—send in at once for the special window trim and also the door front transparency.

Salesman: And ask them to send you two "Save the Surface" trims, one for the window and one for over the paint and varnish stock.

Merchant: Well, I can see where with a small newspaper campaign I can not only increase my paint and varnish sales, but by bringing new customers to my "Save the Surface" department, I will also increase the sales of my hardware department.

Salesman: Well, boys, that's about enough for to-day, but when I am around again in six weeks I will show you how to round out your campaign for bigger and bettter sales and profits. Let's go over to the newspaper office.

A Poor Brush Discredits Good Paint

Instruction in Making of Brushes Given by Hardware Firm to Master Painters to Draw Brush Trade—Making the Store "Brush Headquarters" for Local Painters' and Household Brush Trade—Showcase and Store Card Suggestions—Linking Effort for Both Paints and Brushes

Written for Hardware and Metal by ROY HUNTER

"BRUSHES," said H. Henderson, of the Hunter-Henderson Paint Co., Vancouver, to Hardware and Metal, "are one of the most profitable lines that any hardware dealer handles. When I say that, I am voicing an opinion on which we, in this business, have actually acted upon. We are now specializing on brushes and paints.

"The brushes are, of course, my own particular hobby, if one might describe a business as a hobby. We have gone after two classes of brush trade, the painter, and the householder.

"It might interest you to know," said Mr. Henderson, "the means we took to get closer to the paint trade.

"One evening, not long ago, you might have come past our store on Granville Street, and had you peeked through the drawn blinds, you would have seen eighty Vancouver painters eagerly listening to an address by Mr. Champelovier, of the T. S. Simms Co., on the subject of 'BRUSHES.'

Instruction for Painters

"A screen was hung from the back of the store, and on this screen splendid pictures were thrown, illustrating the various points dealt with in the speaker's address. Every stage of brush manufacture was covered right from the time the various bristles and hairs were adorning the 'persons' of various wild or domesticated animals in every quarter of the globe. All the processes of cleaning, grading, assorting, and assembling the various brush making materials were described and shown in a most entertaining and instructive manner. Even to-day the men are coming in and discussing most interestedly the discussion enjoyed at that 'smoker' several weeks ago. That is one of the ways in which we have cultivated the acquaintance of this class of customers. We carry all the brushes that the professional painters use in their business, and co-operate with them in every way possible.

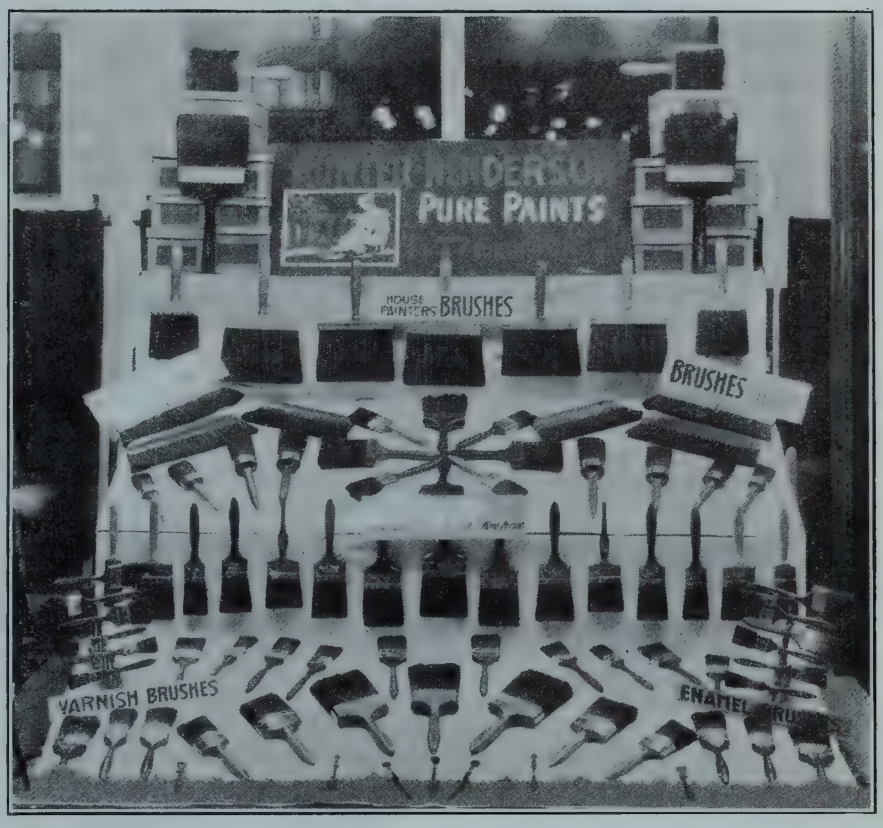
"Then again the householder, as a brush buyer is not generally cultivated as assiduously as the profit in brushes might seem to justify. It astonishes me to find in so many retail hardware stores, that small stock of brushes carried is relegated to some dark corner in the rear of the store.

Qualification of Brush Headquarters

"It is necessary to carry a fairly representative range of sizes and qualities, if a merchant aspires to be considered as 'brush headquarters' in his district. There are an enormous number of uses for brushes around the house and great opportunity to point out to the householder the many jobs in the house that can best be done with a brush.

These uses range from painting the flower pots, and varnishing the floor, to addressing the box of 'Good things,' that has to be shipped to Uncle John's family at Christmas time. We sell little brushes by the gross, and always have a large range of sizes and qualities on the counter nearest the door.

"Frequently the dealer finds that the householder has an idea what size he (or she) is going to use, and likes to pick over the stock, until the right one is found.



Window displays confined to the wide range of brushes for painters and for household use, have been largely responsible for the development of the extensive brush trade of the Hunter-Henderson Paint Co., Vancouver, B.C., as outlined herewith. Attractive cards draw attention to the various types of brushes.

Special Showcase Helps Buyers

"To make it easy to sell to the householder, we designed a special show case for brushes and had it made locally for us. The top panels lift up like the familiar cigar show case top, and the brushes are all arranged in order of size and quality so that the customer can compare, judge, and feel the hair in the brush. The salesman still has a splendid opportunity, as the customer selects, to urge the use of a good brush for a good job.

"This is one point on which we all put great emphasis in this store.

IT IS POSSIBLE TO DO A BAD JOB WITH A GOOD BRUSH, BUT IT IS IMPOSSIBLE TO DO A GOOD JOB WITH A POOR BRUSH

"We all make a point, in selling a brush, of finding out what the brush is needed for. Then we say that if the job is at all particular, that a good brush is essential.

"When we sell paint or varnish to a householder, we always enquire about

(Continued on page 173)

Hardware and Metal

Canada's National Hardware Weekly

Members Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, MARCH 18, 1922

Buying Advertising Matter

THE QUESTION of whether or not retailers should be asked by manufacturers to pay a nominal price for advertising matter supplied to them is one which will bring forth many interesting comments from the trade. It is complained by some manufacturers' salesmen that the retailer is getting too much advertising and that he is substituting this matter for real selling. While this may have been the experience in some cases, progressive retailers are the ones who make use of every possible selling help and do not attempt to relax their selling energy because they have a few cards on the counter and a window trim of a certain line. These are not the type of merchant the manufacturer has in mind when he raised this point. As for the other type, it should be borne in mind that the retailer who does not make the best use of such material, providing he is not overloaded, is the one who will be even less interested if called upon to pay for such material. The progressive merchant should not be penalized for the few of the latter type.

34th Annual Spring Number

THE THIRTY-FOURTH Annual Spring Number of Hardware and Metal presented herewith, marks another milepost in the historical record of hardware business in Canada. The thirty-four years during which this annual number has been issued have seen many remarkable developments in this trade, and during that time there have been many ebb and flow movements of the tide of business.

This issue, designed for the purpose of setting forth information to assist in framing an intelligent buying and selling policy for hardware merchants during the spring and early summer months, also indicates what progress has been made in the readjustment process in the past year. These are times of rapidly shifting conditions as the inexorable laws of business logic proceed to make their influence felt irrespective of whom they affect, hence the need for sound consideration of these problems.

There is little doubt that definite progress has been made in the past year in establishing the whole business fabric of the country on a sounder foundation. Hardware has suffered much less than certain other industries, perhaps due to the fact that hardware is more a necessity than a luxury, and also due to the fact that it did not soar to the heights established during prosperous times in other commodities.

During the year past there has been a decline of approximately 24 per cent. in hardware prices, and there has been a substantial decline from the peak of 1920. Careful buying policies are still evident and should continue and a study should be made of plans which will enable the turnover to be increased without adding to the overhead expense.

The trend of business to date this spring has been encouraging, and the early promise of warm weather will undoubtedly stimulate trade in seasonable lines. The adoption of sound merchandising policies should enable the hardware merchant to make considerable further progress during this year. The foundation of this progress will be laid during the spring months, and to this end a study should be made of the articles and advertising appearing in this issue.

The Three Divisions

THE SMALLER number of price developments being recorded in the hardware markets is taken as an indication in certain quarters that the majority of hardware lines have been more or less well liquidated under prevailing conditions, and that a more stabilized price situation may be looked for. The markets, at present, appear to be divided into three classes.

There is the group of commodities on which manufacturers have guaranteed present quotations against further decline until a given date, usually some months ahead. In the second class are noted those products on which the makers have announced substantial reductions, in some cases repeating this move, until present levels represent a well-liquidated basis in anticipation of future spring trade. In the third group are found the various lines where some minor changes have been made from time to time, which gradually tend to seek lower levels in general, but at the same time serve to unsettle the market and destroy the confidence of the buyer. Hesitancy over the price question is not usually seen in reference to the proportion of current business in the first and second groups. In these goods, seasonal trade is reported fairly satisfactory, the usual cautious attitude of purchasers being apparent.

Retailers' Advertising

IN SEEKING reasons for the "spotty" character of hardware trade as reported from various sections of the country, it is quite evident that there is a wide divergence between the business methods employed by hardware merchants throughout the various provinces. For instance take the matter of retail advertising, it is a generally accepted fact that advertising is one of the most important branches of selling. True its importance has not been fully realized yet by all, but its proven value in many cases has usually served as sufficient recommendation to those inclined to doubt its value. But the odd fact, brought to light by a recent survey of the advertising practice of a large number of hardware firms in Canada as conducted by Hardware and Metal, was the wide divergence between policies followed by these firms.

In this issue will be found a few of the policies as outlined to Hardware and Metal. In combination with others they indicate a surprising lack of study of the subject, and a variation of policy which could hardly be credited. It is evident that while some firms spent as high as 8 per cent. of their gross turnover of last year on advertising, and are planning on increasing this to 9 per cent. or more this year, there are other large firms which think they are giving this matter all the attention it deserves when they spend half of one per cent. on advertising. A fair average of this survey would seem to be about 2 per cent. of gross turnover spent on advertising.

Conditions vary according to the location of the store, and different mediums for advertising are required, but the percentage set aside need vary little by the mediums used.

There is no doubt but that the retailer has in his local advertising a most potent factor for developing business under present conditions. The public must be educated to the need for certain lines of hardware, and confidence must be established in present prices. For this reason to stint advertising at this time is to curtail a most important influence. Many of the most progressive firms are those which have always spent a fair proportion of money on advertising, and made it effective. A reading of the article on the subject in this issue will help frame a sound advertising policy.

Mechanics Supply Co. to Erect New Warehouse

Many interesting Developments in Progress of This Firm During Past Forty-Four Years —Group Insurance Scheme For Employees—New Warehouse of Four or Five Storeys to Improve Facilities

THE CONTEMPLATED erection of another four or five storey warehouse, marks another important step forward in the progress of the Mechanics Supply Co., Ltd., Quebec City. The history of this firm during the past forty-four years under the capable guidance of W. H. Wiggs, has many romantic sidelights, and provides an important link in the history of development in the hardware trade of the Dominion of Canada.

Some two years ago a large piece of property was purchased on St. Andrew Street, Quebec, to take care of expected expansion, and the time has now arrived when the firm contemplates the erection of a fine new warehouse to supplement the present facilities.

The history of this firm is of such interest as to warrant a brief summary of the points of outstanding interest.

Forty-four Years in Business

It was in 1878, forty-four years ago, that W. H. Wiggs, as a young man of seventeen years of age, entered the hardware business in his native city of Quebec. After eleven years apprenticeship, an opportunity occurred through the closing up of an old established hardware business to secure certain premises and this gave W. H. Wiggs the chance he desired to start in business life; the name "Mechanics Supply Company," being chosen.

W. H. WIGGS.

President Mechanics Supply Co., Ltd., Quebec City, whose forty-four years of business in the hardware trade is now capped with further progress in the form of enlarged warehouse facilities.

Some of the first members of the staff who are still with the firm, often look back to those early days when modern plumbing, heating and electrical appliances were in their infancy. Among these may be mentioned the names of G. H. Simpson, now vice-president, W. R. Wilkinson, secretary, Messrs. Arthur Matte and A. Morisset, two other directors, and Omer Carrier, the firm's oldest storeman. Around these men have gathered a well trained and competent staff of employees, whose loyalty to the company has been signally recognized on several occasions by the president and his fellow directors, notably last year when a group insurance policy covering their respective years of service was given to each employee over six months with the firm.

Larger Premises Needed

The increasing growth of the business necessitated larger and better equipped premises, and in the year 1903, Mr. Wiggs purchased a piece of property on one of the principal business streets in the wholesale district and erected thereon a very complete hardware establishment. A whole floor on the second storey was devoted to an extensive suite of show rooms in which can be seen the most modern appliances in the plumbing, heating and electric trades.

The ground floor is devoted to the retail store which is equipped with every known device for the convenience of customers. The remaining two storeys and the basement carry other extensive stock. In addition, the firm's three large warehouses in the rear on St. Andrew Street are devoted to the heavier lines of radiators, boilers, pipe and fittings, enamelled ware, etc. A well equipped electrically-driven machine shop for the threading and cutting of pipe up to twelve inches in diameter is located on the first floor.

The year 1911 found the company incorporated under a Provincial Charter with the name and style of the "Mechanics Supply Company Limited." The privilege was given the older members of the staff to acquire capital stock therein. This is said to have been amply justified by the growth of the business since that date. There has been an increase in the staff—then numbering 15—to the present number of 70, all of whom have had a careful training in the various lines of specialties handled by the firm.

In order to take care of a future extension of trade the company some two years ago purchased an additional piece of ground on St. Andrew Street where they propose erecting another four or five storey warehouse. It is contemplated that this will give ample accommodation for future local requirements.

Will Ask Gov't To Restrict Oriental Immigration

Vancouver, B. C. (Special.) — The Provincial Board of the Retail Merchants' Association, B. C. Board, is presenting a special resolution to the government at Ottawa, setting forth the views of the organized merchants on the Pacific Coast, in regard to Oriental immigration. The resolution points out that thousands of returned soldiers and others are unable to find employment, and the Dominion government has recently limited immigration from Great Britain and other European countries by stiffening immigration regulations, and in spite of these facts, immigration from the Orient continues practically unchecked, which if allowed to continue, must by sheer force of numbers alone offer a competition which no Canadian citizen, whether he be engaged in business for himself or as an employee of others, or engaged in any form of agriculture, can successfully meet. It is further contended that it is not in the best interests of Canada to permit the immigration of a people who can never be assimiliated into our national life, as has been proved by the experience of other countries.

AVERAGE ADVERTISING COST TWO PER CENT. OF SALE

(Continued from page 129)

Another Western Ontario hardware merchant states:—

"Our average percentage cost for advertising is .60% which I am frank in saying is not enough, but our advertising is really governed by the time I have to put on it. We, of course, the same as all other merchants, are inflicted with the program advertising, but frankly I am of the opinion that good newspaper publicity is absolutely head and shoulders above anything else.

"We maintain a 6-inch space in both of our local papers, changing with every issue, both daily and weekly, and we endeavor so far as possible not to let one ad appear twice. You can quite appreciate that we are not able to do wonders with an ad this size, and we have found for ourselves that we should have larger advertising but we are faced with the task of getting this advertising ready.

Business Responds to Stimulation

"You asked what we would do during the year if the volume of business is not maintained. I may cite an example of our business during the last two or three months. Business has not been what it was of course a year ago, but we have not wasted our time, we have endeavored to create business and have succeeded to some extent, while at the same time obtaining prospects, and a very valuable list of prospects for future business in our different lines. Of course, we have not been able to stay in the store to do this but we have had to go out and get them.

"We include gifts to charities in our advertising and we think it is quite proper that we should."

An expression of opinion was secured from a number of aggressive Montreal retail hardware firms. One of the largest of these was of the opinion that one-half of one per cent. of gross turnover was a fair average percentage for advertising for a large store. Donations to charity and other gifts are not included in advertising but entered on a separate expense account to be charged to overhead at the end of the year.

Find Bill Boards Helpful in City

Another Montreal merchant stated his turnover last year (wholesale and retail) was $800,000 and they were expending $2,000 on advertising this year, basing the percentage at ¼ of 1%. This he considered sufficient for a city store. Of this amount only $100 will be spent in daily papers under the present plan, the balance on bill boards throughout the city. When asked if this latter form of advertising was not more beneficial to the wholesale end of his business he replied that it had been proven where the retail store had mostly benefited. With regard to the $100 for daily papers, this was used last year at Xmas season for the first time, when holiday gifts, with special prices, were featured. This had shown good results and for this reason he will again spend the same amount next month to feature spring sporting goods, but this idea will not be any further extended.

AN INTERESTING POINT CONCERNING INCOME TAX

On receipt of a recent enquiry from a hardware merchant raising an interesting point in connection with the tax where stock-in-trade is sold at a discount by a firm ceasing to do business, Hardware and Metal has secured the following ruling from R. Breadner, Commissioner of Taxation, Ottawa:

"You are advised that any firm ceasing to carry on business and selling its stock-in-trade to a purchaser at a discount, in so far as the discount results in a profit or loss to the vendor it in no way affects the purchaser. The goods purchased are carried into the books to the purchaser at cost value or the price paid therefor and at the close of the fiscal period the net result from the sale of the goods in relation to their cost, together with overhead expenses, is the profit in respect of which Income Tax is levied.

"If the vender realizes a profit upon the sale of the stock-in-trade although sold in bulk form, it is nevertheless liable to Income Tax if the profits be in excess of the statutory exemption."

(Signed) R. Breadner,
Commissioner of Taxation.

Twenty Years Ago

Following items are reproduced from March 15, 1902, issue of Hardware and Metal:

Nugent & Taylor, tinsmiths, Kingston, Ont., have assigned to R. J. McKelvey.

George E. Smith & Co., wholesale and retail hardware merchants, Halifax, N.S., have admitted Albert W. Smith as partner.

Crowell Bros., hardware, Halifax, N.S., have been burned out. They were insured.

Peaker & Son, hardware, Brampton, Ont., met with loss by an explosion. Wm. Peaker was seriously injured.

John Roger, Atwood, Ont., has taken T. G. Ratcliffe into partnership and they will continue business under the name Roger & Ratcliffe.

Gurney Foundry Co., Ltd., contemplate the erection of a new foundry at Toronto Junction, at a cost of $40,000.

The hardware trade will regret to hear of the death of Mr. Peleg Howland's 19-months old son. It is only three or four weeks ago that Mr. Howland also lost his father.

Hobbs Hardware Co., wholesale hardware merchants, London, Ont., have dissolved, Wm. R. Hobbs retires and Thomas S. Hobbs continues. The company is now applying for incorporation.

Adamson, Hewitt & Sproule, hardware merchants, of Orangeville, Ont., have dissolved on account of the continued ill health of J. J. Hewitt, who has decided to go to the Northwest to engage in ranching. J. B. Adamson and Ed. H. Sproule continue under the style of Adamson & Sproule.

In the House of Commons, Hon. Mr. Blair, Minister of Railways, in reply to a question by A. E. Kemp, Toronto, said that the Intercolonial receives for carrying pig iron from Sydney, N.S., to Montreal and points west of Montreal, $2.95 per ton, and for coal $2.55.

In the House of Commons the question of the imposition of a tax upon commercial travellers in Prince Edward Island was brought up by A. E. Kemp, who characterized the measure as illegal, and the Department of Justice stated that the Act had been allowed to go into force, but its legality had not been determined.

The council of St. Henri, Montreal, recently received a communication from three Chicago capitalists, Messrs. G. M. Ferguson, T. G. McCulloch and F. E. Lyster, in which application was made for a bonus in the event of their starting a linseed oil factory in that city. The proposition was to organize a company with a capital of $500,000 under the style of the International Linseed Oil Co., Limited.

Events in the Trade

BUSINESS CHANGES

Aylmer, Ont.—Ed. Miller, hardware, has sold to Patterson Bros.

FIRE LOSS

Fire was caused by an overheated enamel baking oven in the factory of the Canada Decalcomania Co., Toronto.

Moncton, N. B.—As a result of fire the building on Robinson Street near Main, known as the Minto hotel sample rooms, was totally destroyed and several adjoining buildings were considerably damaged the total estimated loss being about $30,000.

The building destroyed was owned by Carl Doull, who conducted a hardware store on the ground floor. Mr. Doull stated that his loss would reach at least $6,000 on stock alone on which he carried about $3,000 insurance. Loss on the building would reach at least $9,000 this not fully covered by insurance.

PERSONAL

A. Blackburn of the H. & D. Folsom Arms Co., New York, called on the Montreal trade this week.

L. J. Watkins has recently joined the firm of Macdonald Wire Goods Co., Drummondville, Que., and has been appointed factory manager.

W. J. Christie, manager of the Empire Stove and Furnace Co., Owen Sound, Ont., left on a business trip to the Canadian West. He will be gone about a month and during that time will visit all the principal cities from Winnipeg to Vancouver.

Jno. C. Newman, Montreal manager, McClary Mfg., Co., is still confined to the hospital, where he recently underwent an operation for appendicitis. Although improving, it will be a few weeks still before Mr. Newman is again able to resume his duties.

CANADIAN INCORPORATIONS

Delco-Light Co. of Canada, Ltd., has been incorporated with head office in Toronto and capital of $10,000 to manufacture and deal in appliances for the production and use of light by electricity, chemicals, etc. Incorporators include, W. S. Morlock, S. E. Wedd, R. B. Whitehead and B. V. McCrimmon.

O. A. Cole, Ltd., head office Toronto, capital $50,000 to manufacture and deal in paints, oils, varnishes, etc.

Merripep Gas and Gasoline Saver, Ltd., capital $50,000, head office Toronto, to manufacture and deal in gasoline saving devices, auto accessories, etc.

NAIL MANUFACTURER DIES

St. John, N.B.—Frederick E. Marvin aged 73, president and general manager of the Canada Nail and Wire Co., Ltd., died here after a lingering illness.

FULLER BRUSH CO. DISSOLVES

Hamilton, Ont.—Notice appears in the Ontario Gazette of the dissolution and surrender of charter of the Fuller Brush Co., Ltd., from March 20.

ONTARIO INCORPORATIONS

Electric Appliances, Ltd., head office Toronto, capital $40,000 to conduct a general electric supply business.

Warren and Finley, Ltd., head office, Toronto, capital $40,000 to manufacture and deal in steel, iron and hardware, and conduct business as general merchants.

C. G. KNOTT RESIGNS FROM STEEL CO. OF CANADA

After over thirty years' service with the Steel Co., of Canada, in various capacities, C. G. Knott, Sales Representative of the Toronto office is resigning at the end of the present month.

C. G. KNOTT

Who leaves the Steel Co. of Canada, Ltd., Toronto office, after over thirty years' service in various capacities.

Mr. Knott commenced his service in the steel industry with the Canada Screw Co., in 1891. He was located at Hamilton in the capacity of bookkeeper. He later became secretary of the company, and in 1893, when the Canada Screw Co. opened a branch office and warehouse in Toronto, he came to Toronto in the position of local manager. In July, 1910, when the incorporation of the Steel Co., of Canada was announced, and the Canada Screw Co., became merged in the new organization, Mr. Knott assumed the position of Toronto sales representative.

Mr. Knott will become secretary-treasurer of the Holtyrex Gold Mines, Ltd.

MAKES ALUMINUM CASTINGS

Canadian Aluminum & Brass Company, Ltd., has taken over a plant in Windsor. J. P. Carritte, President of the company, has been associated with the General Aluminum and Brass Company, Detroit, for many years. The company proposes to manufacture castings for motor cars. The Windsor company expects to start production this month.

MONTREAL WILL HAVE DAYLIGHT SAVING

At a meeting of the Montreal City Council this week a resolution was adopted whereby Montreal will have daylight saving again this summer from April 30th to October 1st. Although some opposition has been given from different quarters in recent weeks, the Council passed a resolution by a vote of 23 to 10, and the City will now notify the general public of its intention to adopt the new time for the period mentioned.

H. S. HOWLAND & SONS LTD. APPOINT STAFF MEN TO BOARD OF DIRECTORS

The wholesale hardware firm of H. S. Howland & Sons, Ltd., Toronto, has announced that four new men are to be added to the board of directors. These men have been in the employ of the firm for a considerable number of years and this promotion is said to be an award of merit. Those appointed to the board include: T. B. Williamson, now in charge of the purchasing department; D. H. Foster, warehouse manager; C. E. Screaton, sales manager and W. H. Lamont, secretary and financial manager.

ACCESSORIES SHOWN AT ST. JOHN MOTOR SHOW

St. John, N.B.—Sixty-one cars have been entered for the St. John Motor Show, April 3-8, almost double the number ever previously displayed in this province. The accommodation in the immense Drill Hall will be taxed to the limit, in placing these exhibits and finding room as well for the accessory houses that desire to make a showing. Practically every car sold in New Brunswick will be seen, all of them this year's models.

H. R. EMMERSON MANAGER OF RECORD FOUNDRY AND MACHINE CO.

Moncton, N.B.—At the office of the Record Foundry and Machnery Co. Ltd., it was announced that a change has been made in the management board. H. R. Emmerson, Dorchester, has been appointed manager and C. I. Mills, Brookville, has been appointed factory manager.

H. G. Jackson, it is understood, resigned the position of manager some time ago. It is understood that he has accepted a position not far distant from Moncton.

MERCHANTS MEET IN FREDERICTON

Fredericton, N.B.—The monthly meeting of the Fredericton branch of the Retail Merchants' Association was held in the council chambers, with the president, William R. Fraser, in the chair. The speaker of the evening was George S. McBeath, of the office staff of T. McAvity & Sons, St. John, who gave an interesting talk on credits. A discussion of the paper followed. A vote of thanks was tendered to Mr. McBeath at the close of his address. A. H. Milton, provincial organizer of the Retail Merchants' Association, also was present and gave a short address. Other matters of interest to the association were dealt with.

HARDWARE CLERKS HOLD AN OUTING

St. John, N.B.—Under the auspices of the Hardware Clerks' Association about three hundred of the employees of the city hardware stores met at Lily Lake, Rockwood Park, and took part in an afternoon devoted to sport and an evening of entertainment and dancing.

Everybody had a good time and the affair was a splendid success.

After supper the following prizes were presented by H. D. Sullivan, honorary president of the Hardware Clerks' Association.

Handsome silver cup, grand prize for greatest number of points, won by H. Garnett, T. McAvity & Sons, 90 points.

Box cigars, second prize, won by H. Driscoll, Robertson, Foster & Smith, 80 points.

Small silver cup, boys' race, George Stubbs, Emerson & Fisher.

OBITUARY

Harold A. Wilson, president of the Harold A. Wilson Company, Limited, sporting goods dealers, Toronto, passed away very suddenly at Saranac Lake. Mr. Wilson had been in very poor health for the past two years, during which time he had been under treatment at Saranac Lake. He made frequent visits to the city. The firm of which he was the head is one of the oldest sporting goods concerns in Canada.

DEATH OF GORDON McGREGOR

Windsor, Ont.—Gordon McGregor vice-president and general manager of the Ford Motor Company of Canada, died in the Royal Victoria hospital, Montreal, where he had been confined for some days. Death followed an operation for intestinal trouble.

Gordon Morton McGregor was born in Windsor, Ont., January 18, 1873, and was educated in the public schools of Windsor and Winnipeg. In addition to being vice-president, treasurer and general manager of the Ford Motor Company of Canada, Limited, he was a director of the Ideal Fence and Spring Company, Windsor, Ont., director of the children's aid society; director of the Essex health association; director of the Windsor Petroleum and Refining Company; president of the Automotive industries of Canada, Toronto; and chairman of the Essex Border Utilities Commission. He had occupied the position of vice-president, treasurer and general manager of the Ford Motor Company of Canada from 1904 up to the time his death.

Mr. McGregor married Harriet Dodds, daughter of John Dodds, in 1898, and left one son and three daughters.

LATE GORDON McGREGOR
Vice-president and general manager of the Ford Motor Company of Canada, director of Ideal Fence and Spring Co., etc., who died in Royal Victoria Hospital, Montreal.

IMPERIAL OIL CO. GETS CONTRACT

Kingston, Ont.—On the recommendation of the city engineer, the city council accepted the tender of the Imperial Oil Company, to supply the city with asphalt cement at $30.95 per ton, f.o.b. Kingston. The council also accepted the tender of the Dominion Tar and Chemical Company to supply road oil at 15½c an imperial gallon, f.o.b. Kingston.

HIDES NO LONGER TO ENTER U. S. FREE

An import duty of 15 per cent. ad valorem on hides has been voted by U.S. Senate Finance Committee Republicans who are re-writing the Fordney tariff bill. Hides were on the free list under both the Payne-Aldrich and Underwood laws and would have so remained under the Fordney measure.

Senator Gooding, Idaho, chairman of the Agricultural bloc said Senators from the agricultural states were determined to have protection for the farm industry equal to that given other industries, because the farmers had been hit perhaps even harder than the other industries.

PLAN ELECTRIC RANGE IN EVERY WINDSOR HOME

Windsor, Ont.—Planning to instal an electric stove in every Windsor home, the City Council will meet the Hydro-Electric Commission to discuss the feasibility of selling stoves to householders on the instalment plan, payments to be made in monthly light bills.

The resolution averring the plan was introduced by Alderman Strong and A. W. Jackson. The first named asserted that it was one method of fighting the natural gas companies, who were either unwilling or unable to give service to two-thirds of the city.

Ald. Howell, in supporting the resolution, suggested that Hydro-Electric Commission should cut in half the cost of installing stoves.

MOVING SEASONABLE HARDWARE IN KINGSTON

Kingston, Ont.—The mild weather of the past week has resulted in much activity in the sale of automobile accessories. A large number of cars, which were put away for the winter, are now out again, and the roads are in fair condition. Dealers are looking for a brisk business in the sale of automobile tires.

The firm of McKelvey & Birch held a special sale of aluminum ware this week, and devoted one of their windows to a display. Another window was given to electric ranges, electric washers and vacuum cleaners. The firm carried a very attractive advertisement in the newspapers under the heading: "Educating Father. We often read about 'Bringing up Father.' Now we want to educate father to the fact that there are new things required in the kitchen and the home." This firm is also putting forth a very timely article in the form of a fur box, to keep winter furs during the summer. Galvanized iron fur boxes are selling at $7.

OTTAWA AND DISTRICT HARDWARE MERCHANTS GATHER

Ottawa.—A number of retail hardware and paint dealers of Ottawa and vicinity were the guests of the Imperial Varnish & Color Co., Toronto at dinner at the Chateau Laurier. Future business conditions and more aggressive selling methods were discussed. T. F. Monypenny, vice-president, presided, assisted by G. C. McEwen works manager and H. E. Mihell, sales promotion department. Among those present were Alex. Newlands Capital Hardware, Ottawa; J. O. Dalpe, Hull; D. Gosselin, Alex Newlands, Capital Hardware, Ottawa; F. J. Bradley, Stittsville; Messrs Cameron and Leacock of Smiths Falls and Stewart of Pembroke, Ont.

COWAN HARDWARE TO ERECT FINE NEW STORE

London, Ont.—Tenders are being called this week for the new store of the Cowan Hardware Co., which will replace the building recently destroyed by fire. The firm, it is said, plans to make the new building one of the finest hardware stores west of Toronto. It will be four storeys in height with basement, and will have a frontage of 40 feet and a depth of 138 feet. All new modern equipment, show cases and fixtures will be installed and special attention will be given to the display windows.

In addition to this building the Cowan Co. is rushing plans for a new $50,000 warehouse building on Talbot Street, where property has just been purchased. This will be much larger than the old warehouse and will be modern in every respect.

The firm is looking forward to excellent business not only in the coming months but in the coming years, and is building with that aim in view.

BICYCLE TRADES MEET

The general conference of the retail and wholesale bicycle trades in Canada which was held at Toronto, under the direct auspices of the Canadian Bicycle Dealers' Association, was productive of many results. A recommendation was received that the annual Bicycle Week be held in Canada from June 10 to 17.

A substantial fund was placed at the disposal of the Sales Promotion Committee. This Committee will release advis ry circulars to the retail trade at stated intervals on bicycle subjects and a new feature established was a "Question and Answers" Department for the particular benefit of dealers in small towns. Among those present were president George Wenige of London, secretary N. N. Ferries of Hamilton, J. W. Gibson, B. B. Halladay, T. B. McCarthy and J. H. Morrow of the Canada Cycle & Motor Company, Earl Rogerson of the Dunlop Tire & Rubber Goods Company, Toronto, Mr. Saunders of the Goodyear Tire & Rubber Company, Toronto, Herb Rawlinson of Hyslop Bros., Toronto.

Least Pig Iron Production Since 1908

Mineral Production in 1921 Shows Considerable Decline in Value—Increased Fabrication of Copper Into Hardware Offers Good Prospects—Nickel Production Is Low—Increased Production of Lead and Zinc

IN THE preliminary report of mineral production in Canada during the calendar year of 1921, S. J. Cook, B. A., A. I. C., chief of this division, points out that the break in prices of most metals during the last quarter of 1920 foreshadowed low records for the mining industry in Canada in 1921. Despite this, records show an aggregate value of Canadian minerals of $172,000,000 compared with $237,000,000 in 1920. The average premium obtained on New York funds in the year has been taken in arriving at the value of minerals produced.

Towards the close of 1921 mineral markets became more active, prices showed a rising tendency and a gradual absorption of stocks left over from abnormal activities took place.

The mining of asbestos in 1921 declined to less than half the activity of the previous year. Most of the asbestos produced in Canada is exported to the U. S. and thence to Europe. The adverse exchange situation between Europe and the U. S. was responsible for curtailing this production.

Notwithstanding the general decline in prices in the past two years the quantity of lead recovered increased more than 86 per cent compared with 1920 and was valued at almost 20 per cent more. Zinc increased one third in quantity but fell off 17 per cent. in value.

Copper produced, at the average monthly price on the New York market for electrolytic copper of 12,502 cents would be worth in Canadian funds $7,459,780, about half that of 1920. Throughout the twelve months the price of copper was fairly uniform around 12 cents. The increased fabrication of copper products in Canada seems to offer the most attractive prospect at present. Stocks have been considerably reduced, electrification of railways is proceeding, and an increasing consumption of small hardware and electrical supplies, etc., is taking place.

Nickel suffered the most severe decline due to the overstocked condition of the world's nickel markets and the slowness with which the large stocks held by all the warring countries have been absorbed. 1921 production was but 31 per cent. of the production of the previous year.

The average monthly production of pig-iron in Canada was 50,000 tons or less than the average monthly record for any year since 1908. The market was quiet and the suspension of interest in iron was general. Shipments of iron ore from Canadian mines which in 1920 were the lowest on record for twenty years, again decreased by more than 50 per cent. The monthly production of steel ingots and castings was 56,000 tons compared with 92,000 in 1920.

HARRY GRAHAM

The many friends of Mr. Graham will be interested to know of his appointment to the position of general manager of Bond Engineering Works, Toronto. For the past six years Mr. Graham has been with Canadian Vickers Ltd., Montreal, as Purchasing Agent.

WESTERN CANADA NOTES

Strasbourg, Sask.—H. Klein is commencing a hardware business.

Swain & Rae, hardware, Toga, Sask., have dissolved partnership, G. B. Swain continues.

E. T. Musson of Burlington Products Co., Hamilton, Ont., was a business visitor to Winnipeg.

A. E. Michael, hardware merchant, Erskine, Alta., has disposed of his business to A. Festerhaugh of Macklin, Sask. Mr. Michael had been laid up for the last 4 months and he intends to take a trip to the Pacific coast for relief.

PENDERGAST FENCE CO. COMMENCES OPERATION

Sarnia, Ont.—Sarnia's latest industry, the Pendergast Fence Company, Limited, opened its operations in the manufacture of wire fencing, in the latter part of last week, and is now turning out the rolls of fencing for distribution to many parts of Ontario and Eastern Canada. The large and modern loom which steadily transforms the strands of wire into sound fencing, runs ten hours a day turning out something like 2,600 rods in the course of that one shift.

Letters to the Editor

Editor, Hardware and Metal,
Toronto.

Many thanks for your letter and card of Feb. 13th. I certainly feel very proud of myself in securing a place with the prize winners in the recent Christmas Window Dressing Contest. I hope to continue to participate in this contest each year.

(Signed) A. BAILLIE,
Sumner Company,
Moncton, N.B.

H. L. Southall,
Managing Editor,
Hardware and Metal,
Toronto.

Dear Mr. Southall: —

Your kind letter of 10th to hand, and in reply would say we trust many more hardwaremen throughout the Province will adopt the cash system.

We will give you an instance of how it has worked out in another line of trade. Bloomfield is a prosperous village situated five miles west of Picton, and a Mr. H. Y. Cooper runs a saw and grist mill there. After we had run the cash business for a month, reading our locals every week as to its success, he became greatly interested in it, and resolved to make the plunge himself. So he inserted ads. in each of our local papers announcing when the change would take place. He also mailed circulars to each of his customers a week before the date. In fact he followed our procedure to the letter. He was in the store last week buying goods and we asked what success he had had and how he liked it and, like ourselves, he is more than delighted, for it has proved a perfect success from every point of view.

We are mighty pleased with trade results this month, as so far, it has exceeded March of last year by over $700. Last Saturday we waited on 268 customers, an increase of 80 over the corresponding Saturday of a year ago, and the day's sales, $336.32, being an increase of $162.04 over a year ago.

The writer will be in Toronto this coming Wednesday night as he is one of a delegation from the Prince Edward Board of Trade that will meet the Minister of Public Works. If train connections will permit you will surely see me at the office of Hardware and Metal Thursday afternoon.

CARTER BROS.
Picton, Ontario.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

NON-CORROSIVE FLUX

D. H. Jackson, Chesterville, Ont.—Will you please advise where I can secure non-corrosive flax for soldering tinware?

Answer.—We would refer you to the following: Canada Metal Company, Fraser Avenue, Toronto, Ont.; The Chicago Solder Company, Chicago, Ill.

LUBRICATOR GLASSES

Messrs. H. W. Reiner, Steinbach, Man.—Will you please advise where I can secure glasses for oil cups?

Answer.—The James Morrison Brass Mfg. Company, Adelaide Street West, Toronto, Ont., carry in stock a large quantity of these glasses.

CANADA STEEL DAMPERS.

Russell Hardware Co., 126 King Street, E., Toronto, Ont.—Can you tell us who makes the Canada steel dampers?

Answer—The Myers Manufacturing Co., of Dresden, Ont.

KER-BEN FURNACES.

Messrs. Diamond & Hyde, Belleville, Ont.—Would you kindly advise us where we can procure repairs for the Ker-Ben furnace?

Answer—McIntyre & Taylor, Limited, 501 Queen Street West, Toronto, Ont.

COOPERAGE SUPPLIES

The Dresden Hardware Co., Dresden, Ontario—Will you kindly place our name before manufacturer of cooper supplies?

Answer—The Canadian Cooperage Manufacturing Company, of Smith Falls, Ont.

HUMIDIFIERS

Messrs. Hope & Son, Sanitary Engineers, Perth, Ont.—Will you please advise the name of the firm where we may secure the small type of humidifier?

Answer.—These can be secured from C. Ormsby Company, 175 Adelaide Street W., Toronto, Ontario.

SHEET BRASS

H. F. Prelipp, 316 King Street West, Hamilton, Ont.—Please advise where I could obtain a sheet of hard brass, 27 in. by 4 feet 6 inches.

Answer.—This is a special size and the distributors of sheet brass do not usually carry this product in larger sizes than 24 inches by 48 inches. The fact that you want 27 inches wide would necessitate special rolling by the mills. We would refer you to the Brown Rolling Mills, New Toronto, Ontario.

ICE CUTTING MACHINES.

Otto Knechtel, Waterloo, Ont.—Please let me know the name of a firm manufacturing ice cutting and handling machines.

Answer—The Robert Donaldson & Sons, Limited, of 72 St. Henry Street, Montreal, Que.

MAYTAG WASHING MACHINES

The Fraser Hardware Company, Galt, Ontario.—Would you please tell us who are the agents for the Maytag washing machines?

Answer.—Our information is that Whites Limited, of Collingwood, Ont., were at one time the Ontario distributors for the Maytag washing machines.

You could obtain this machine, or repair parts for same from the Maytag Co., of Winnipeg, Man., or direct from their head office at Newton, Iowa, U.S.A.

KLYMAX WASHING MACHINE

The George Taylor Hardware Limited, Timmins, Branch, Ont.—Will you kindly send us the name of any manufacturer of a washing machine that operates on a principle similar to that of the Laundryette?

Answer—The Klymax Electric Washer, made by the Slade Manufacturing Company of Owen Sound, Ontario. The Easy Washer, manufactured by the Easy Washing Machine Co., of Toronto, Ont., is also similar.

VENEER CHAIR SEATS

Messrs. Guiterman, Rosenfeld & Company, 35 South William Street, New York City.—Can you supply us with names of Canadian manufacturers of wood veneer chair seats?

Answer—The Canadian Veneering Company of Acton Vale, Quebec. Other firms we might suggest are: The Owen Sound Chair Company, Owen Sound, Ont., and The North American Bent Chair Co., of Owen Sound.

Hardware Prices At a Glance

Unit	August 1914	High level	Present price
Brass sheets ..... lb.	$0.26	$ 0.60	$ 0.22
Range boilers (30-gal. std.) .... each	5.00	15.00	8.75
Garden hose (½-in. corr.) ..... ft.	0.13½	0.23	0.13¼
Strap hinges (4 in.) ..... doz. pr.	1.14	2.70	1.65
Bar iron (base) ..... cwt.	2.05	5.15	2.75
Bar steel (base) ..... cwt.	2.25	5.30	2.75
Ingot tin ..... lb.	0.34	1.30	0.35
Paper, dry (No. 1) ..... roll	0.95	1.65	1.15
Rope, pure manilla (base) ..... lb.	0.15	0.39	0.23
Bar solder (strictly) ..... lb.	0.27	0.60	0.22½
Screen wire cloth ..... 100 sq. ft.	1.55	3.60	3.00
Gasoline ..... gal.	0.18½	0.40	0.32½
Coal oil ..... gal.	0.15½	0.29½	0.21
Turpentine (in bbls.) ..... gal.	0.70	2.65	1.27
Linseed oil, raw (bbls.) ..... gal.	0.66	3.30	1.07
Ready mixed paint (colors) ..... gal.	2.00	5.30	3.60
Sash weights (solid) ..... cwt.	1.50	5.10	2.50
Steel wire (bright base) ..... cwt.	2.30	6.50	3.60
Black sheets (28 ga.) ..... cwt.	2.70	10.50	4.25
Corrugated sheets (28 ga.) ..... cwt.	4.00	12.00	6.00
Cotton rope (base) ..... lb.	0.24	0.92½	0.38
Galv. pipe (1 in.) ..... 100 ft.	6.03	17.77	11.05
Tarred felt ..... cwt.	2.10	5.70	3.45
Plumbers' oakum ..... cwt.	3.50	10.00	6.50
Lead pipe ..... lb.	0.07½	0.19	0.12

The above list is self-explanatory, and supplies in a clear-cut and comprehensive manner the information which many merchants have been seeking. It indicates the location of current prices compared with both their pre-war levels and high standards reached in past seasons. The twenty-five lines mentioned in this table are generally indicative of the average price trend in the hardware trade and therefore the comparison is representative.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

HARDWARE market developments include lower quotations on galvanized sheets, copper and brass semi-finished products such as sheets, rods and tubing, solder in various grades, lubricating oils, light general purpose and engineers' wrenches, asbestos wick packing, the Maydole line of hammers, dry arsenate of lead, wire door pulls and tire gauges. Another decline is announced on paris green of seven cents per lb. on the different quantities. Linseed oil and turpentine again feature the paint markets with easier levels.

The reductions on oils cover machine oil, gas engine and cylinder oils, as well as a further downward revision in black oils, both summer and winter grades. Eastern markets record another reduction on all solder grades. The easier prices on sheets and plates affect galvanized, black and annealed, as well as the imported sheet products. Rods, tubing and sheets in copper and brass reflect the easier tone recently apparent in virgin metals. A slight revision is also recorded on the four and six-point barb wire, this being a minor change from the range previously in effect. Bar product markets in iron and steel appear with a slightly firmer undertone, this being attributed to the effort of certain southern producers to eliminate price shading for attractive orders. On the other hand, easier nominal levels are now generally noted on tin plates in certain primary circles. Quiet conditions are still reported in scrap materials, with the recovery in copper prices serving to stem the sagging movement previously recorded on yellow scrap grades. In the ingot metal markets, current conditions continue to provide a series of various minor developments, without any marked changes being featured. Domestic ingot prices are generally steady and unchanged.

The volume of trading in Spring lines is described as fairly satisfactory. While well up to former seasons in point of numbers, commitments are stated to be smaller in quantity due to the cautious buying attitude prevalent throughout the trade. Under the stimulant of favorable weather conditions, brisk activity in seasonable commodities is naturally expected, with repeat orders being depended upon in various lines to achieve improvement over previous records.

Montreal Markets

MONTREAL, March 16.—Lower prices are again announced on solders, this being the second revision in recent weeks. Guaranteed, strictly, commercial and wiping show a reduction of one and one-half cents, and wire solder two cents a pound. The sheet markets again attract attention, Queen's Head galvanized now being quoted 25 cents per 100 lbs. less on all gauges. Barbed wire quotations are revised, but only a minor change on the 4 and 6 point barb is recorded, the range on these being formerly considered too wide. Asbestos wick packing is reduced to 65 cents a pound, and wire door pulls have a new lower price of $1.20 per gross.

Trade in many hardware commodities is now on the increase, and heavier lines, such as bar iron and steel, wrought pipe, corrugated sheets, eavetrough and conductor pipe, are reported as showing an improvement. Jobbing houses also state that the recent milder weather has stimulated the general movement of seasonable lines, and preparations for continued activity is everywhere apparent.

WIRE DOOR PULLS ARE REDUCED IN PRICE

Montreal

A new lower price is announced on wire door pulls, these now being quoted at $1.20 per gross.

FURTHER REDUCTION IN SOLDER QUOTATIONS

Montreal

A further reduction is made in solder quotations, all grades, with the exception of wire solder, being reduced 1½ cents per lb., the latter showing a decline in price of 2 cents per lb. This is the second revision on solders in recent weeks, a reduction of 2 cents per lb. being recorded only two weeks ago. One manufacturer stated that quotations on these products were simply following the trend of metals on primary markets, where in recent weeks tin, copper, lead and spelter have been displaying an easier tendency. There is now, however, a slight stiffening noted in these metals, and it is thought that the downward trend is over, for the present at least. Trade in lead products in general shows a slight improvement, although a further general betterment is anticipated from now on. Following are prevailing quotations, showing the revision in solders:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3½ lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c. lb. extra, and cut sheets to size, ¾c. lb. extra.	
Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 34
Zinc sheets, casks	0 11
Do., broken lots	0 11½

SLIGHT REDUCTION IN QUEEN'S HEAD SHEETS

Montreal

Minor reductions continue to feature the local sheet markets, and a slight revision in quotations on Queen's Head galvanized sheets is announced. Easier prices in this direction were anticipated, distributors claiming that while the tone of the market on the other side is little

changed, conditions on this market warranted slightly lower levels to bring these sheets to a competitive basis. This revision again substantiates the prediction of dealers who have for some weeks past expressed the opinion that sheet markets in general would in all probability continue to show a gradual decline, but reductions of any marked proportions were altogether unlikely. There is little change at primary centres in the tone of these products, the improvement being slight up to the present, but with indications of a continued betterment as the weeks pass. Prevailing nominal quotations are as follows:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 05
22-24 gauge	4 60	5 20
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS

U. S. Standard.

10¾ oz	6 65	7 60
28 gauge	6 25	7 20
26 gauge	5 95	6 85
22-24 gauge	5 80	6 60
20 gauge	5 65	6 45
18 gauge	5 65	6 35
16 gauge	5 50	6 35
14 gauge	5 35	6 35
12 gauge	5 20	6 35
10 gauge	5 10	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	7 25	7 00
26 gauge	7 00	6 75
24 gauge	6 40	6.35
22 gauge	6 05	5 90
18-20 gauge	5 35	5 75

NOTE.—These prices are full bundles, an extra charge of 25c. to 35c. per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$16 00
20 x 28 IC, 112s	16 50
20 x 28 IX, 112s	18 50
20 x 28 IXX, 5s	10 50
20 x 28 IXXX, 5s	11 25

TERNE PLATES

20 x 28 IC, 112s	16 00

CANADA PLATES

Dull—

18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—

12 x 24 60s	8 00 box
18 x 24 x 52s	7 75 box

EASIER PRICE ON ASBESTOS WICK PACKING

Montreal

A reduction is made in the quotation on asbestos wick packing, and this is now quoted at 65 cents per lb.

BARBED WIRE PRICES ARE REVISED

Montreal

A slight revision is made in the quotations on barbed wire from the reduction announced two weeks ago. The change only affects the 4 and 6 point barb in a minor way, the range between these formerly being too extensive. Following are revised prices:

BARBED WIRE:—In 80 rod reels, per reel, 2 x 5, $3.45; 4 x 6, $3.70; 4 x 4, $4.05. Catch weights, $4.30 per 100 lbs.

CORRUGATED SHEETS ON ROAD TO IMPROVEMENT

Montreal.

Earlier spring trade in corrugated sheets is now commencing, and there is a fairly optimistic tone among dealers for future activities in the following months. With the first indications of a better buying movement appearing comparatively early, it is thought a good season for this product is forthcoming. This opinion is encouraged by reports of considerable building and repair work, especially of the smaller class, contemplated at a later date. There is now a more settled feeling in the market locally, and quotations are steadier than they have been in recent months. Although prices on the heavier gauges are reported as being unsettled in other markets, local distributors claim the movement of these heavier sheets is very slow, due to inactivity in manufacturing circles where the demand is almost entirely confined. Unchanged quotations are the following:

CORRUGATED SHEETS	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 00

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins, 75c a square extra.

EARLY ACTIVITY ANTICIPATED IN GARDEN AND LAWN HOSE

Montreal

The season for active sales in garden and lawn hose is fast approaching, and spring shipments will be made in a few weeks following. Bookings have been comparatively light this season, and jobbers are anticipating a heavy demand at a little later date. Quotations are unchanged since the revision in December last, and following are prevailing prices:

GARDEN HOSE—	Per ft.
½" x 3 ply plain	0 09½
½" x 4 ply plain	0 10½
⅝ x 3 ply plain	0 11
⅝ x 4 ply plain	0 12
⅝ x 5 ply plain	0 13½
¾ x 3 ply plain	0 13
¾ x 4 ply plain	0 14
¾ x 5 ply plain	0 15½
¾ x 6 ply plain	0 17½
½" corrugated	0 13¼
⅝" Corrugated	0 15¼
¾" Corrugated	0 18
1" Corrugated	0 33

A discount of 5 per cent. is allowed on 500 ft. reels of corrugated hose.

BRIGHTER TONE NOTED IN ROPE MARKETS

Montreal

Current trade in rope is described as seasonable, and a brighter aspect is given for future business than has been displayed for some time past. It will be remembered that during the whole of last year rope sales were curtailed, certain factors entering the market as a hindrance to activity. One of these was undoubtedly the desire on the part of the dealer trade to liquidate stocks to the minimum. Stocks are now comparatively small for the commencement of the active season, and already sales are reported larger than in the same period last year. Another factor that is claimed will benefit the situation over the past season is the trend of the market recently, and the tone. New displayed twine is also expected to show an improvement, the lower quotations for the current season no doubt assisting in this direction.

QUOTATIONS ON MOWERS FOR FOLLOWING SEASON

Montreal

With the spring season advancing, lawn mowers will soon be shipped to the dealer trade. Following are quotations on the Taylor-Forbes line for the current season:

LAWN MOWERS—

Daisy—12 inch, $8.65. 14" $9.00, 16" $9.20.
Star—12" $9.90, 14" $10.40, 16" $11.10.
Woodyatt—12" $11.25, 14" $12.00, 16" $12.75, 18" $13.50, 20" $14.25.
Express—12" $14.00 14" $14.70, 16" $15.50, 18" $16.20, 20" $16.90.——Less 20%.

BOILER TUBE SALES DEPEND ON REPAIR WORK

Montreal

With the advancing season, an improvement in the volume of current business in boiler tubes is recorded. This, however, is only slight up to the present, but promises well for the coming weeks when increased business is usually apparent, developing from new construction. In this connection, some dealers offer the opinion that the movement will not be as active as in other years owing to the lack of larger constructive work. The sale of these tubes for some time past has depended almost entirely upon repair work, and it is felt that the future movement will be largely dependent on this, rather than new work. Quotations remain unchanged at the following levels:

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	30 50
3½ inch	52 50	34 75
4 inch	65 00	44 00

EXPECT STEADIER MARKET ON IRON AND STEEL

Montreal

Bar iron and steel is little changed on the local market. Sales are still limited, although there are indications of a heavier buying movement in the near future, and inquiries are still coming to hand in fair volume. Quotations at former figures with little changes. It was predicted some months ago that buying movement in the spring would tend to stiffen the market, it being recognized at that time that prevailing price levels were well near the bottom in comparison with producers' costs. Since then revisions have been made, but in each case of minor proportion, and to-day existing levels are generally believed to be as low as warranted. Whether the increased activity, which is usual in the following

weeks, will have a tendency to stiffen prices is yet hard to determine, but if the laws of supply and demand are to be recognized, an attempt to higher quotations is not unlikely. Conditions at the mills also point in this direction, quotations in certain independent mills showing a recent slight advance. Following are local quotations:

Common bar iron, 100 lbs.	2 65
Refined iron	4 15
Irish finish machinery steel	2 70
Mild steel	2 65
Single reeled machinery steel	4 75
Band steel	2 65
Spring steel	4 25
Sleighshoe steel	2 65
Tire steel	2 85
Toe caulk steel	3 55
Harrow tooth steel, per lb.	2 80
Mining tool steel, per lb.	0 21½
Black Diamond tool and cast steel, per lb.	0 21½

NOTE—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

CHAMOIS AND SPONGES FOR SPRING TRADE

Montreal

With the Spring and Summer season comes an active demand for chamois and sponges, for automobile and other polishing needs. Quotations on best selling sizes and grades are as follows:

CHAMOIS—

No.	Size	First Quality Per doz.	Per Kip (30 skins)
100	8x10	$1 50	3 50
105	12x16	4 60	10 50
108	14x18	7 50	17 25
110	16x21	10 50	24 00
112	18x24	13 50	30 75
116	24x27	20 25	46 00
		Second Quality	
200	8x10	$1 15	2 65
205	12x16	3 50	8 10
208	14x18	6 50	14 75
210	16x21	9 00	20 50
212	18x24	11 50	26 25
216	24x27	17 25	39 00
		Superior Quality Auto Chamois	
AX1	14x23	11 50	26 25
AX2	16x26	14 75	33 75
AX4	20x32	21 50	48 75
AX6	24x36	29 00	65 75

Subject to discount according to quantity.

SPONGES—

Sheepswool Per lb:—	Original bales	Less than bales
Select packing	5 00	6 50
Medium packing	3 75	5 00
Second packing	2 50	3 50
Velvets—		
First packing	2 50	3 50
Second packing	1 75	2 50

Sheeps wool are generally used for Autos and Carriages, Velvets for Common Use.

EARLY IMPROVEMENT LOOKED FOR IN SOIL PIPE

Montreal

Depending for the greater part on building construction, sales of soil pipe and fittings have been seasonably light for some time past, but increased activity is expected to soon develop as fairly extensive building program is generally promised. Current quotations are remaining unchanged at the last revision in discounts. The opinion in some quarters is expressed that revision in an upward direction would not be surprising when a more active turn in trade becomes evident. Prevailing prices were quoted at a time when competition had to be met. However, for the present there is no definte indication of such a revision, and following are present quotations:

SOIL PIPE—

2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

SCREEN DOOR PRICES FOR CURRENT SEASON

Montreal

It is still a little early for shipment of screen doors and windows to the trade, but booked orders to date have been received in fair proportions. Following are quotations on some of the well known lines of Ham Bros., Co.

SCREEN DOORS— price per dozen

No. 72 $39.80. 68 $31.70. 48 $27.50. 32 $22.60. 20 $18.90.

SCREEN WINDOWS—Price per dozen.

No. 6 $4.40. 8 $5.85 12 $5.35 13 $6.30. 15 $7.35. 16 $8.95.

SALES OF BASEBALL GOODS NOW COMMENCING

Montreal

Earlier orders for baseball goods are now being received, and jobbing houses anticipate an active season for these lines this year, prices being considerably lower than in previous seasons. Following are net quotations on the Reach Line:

BASEBALLS

No. 0, per doz. $18.00. No. 0J $16.20. No. 4A, $8.00. No. 5, $6.00, No. 9X $4.00, No. 11B, $1.32.

FIELDERS' GLOVES, Ea.

CB, $6.00, OBL, $4.70, SW, $4.00, 72 $3.35, 2GL, $2.65, 10G, $1.85, 4G, $1.00, 18C, .70, 19A, 60c.

CATCHERS' MITTS Ea.

12A, $12.00, 6A, $10.00, 30 $6.75, 200, $3.30, 150, $2.70, FP, $2.20, 65X $1.10, 67X .75.

FIRST BASEMEN'S MITTS Ea.

No. D $6.00. 5R $3.30. R $2.65. 3R $1.75. FB $1.10. 7B .75.

BASEBALL BATS

Per Doz.

No. N15B $30.00. 100T $16.75. 82 $10.50. 83B $10.50. 50B $6.00. 87 $4.00.

CATCHERS' MASKS, Each.

No. 20S $4.00. 30S $3.35 40S $2.65 XX $1.75. CM $1.35.

BODY PROTECTORS Ea.

No. SP, $8.00. S6 $6.00. S4 $4.35. 3P $2.35.

SHOE PLATES, Doz. Pr.

No. 1T $4.80. 1H $4.80. 6T $2.00. 6H $2.00.. 5T $4.00.

MAPLE SUGAR INDUSTRY CALLS FOR SUPPLIES

Montreal

The maple sugar season is now well at hand in this province, operations having commenced in earnest this week. Wholesalers report an active movement of supplies, and with favorable weather continuing, an increase in the output of the province is anticipated. Quotations on buckets, cans and spouts are unchanged, and following are prevailing prices:

SAP BUCKETS—

Straight Pattern—Per 100, No. 7, $13.80; No. 8, $15; No. 9, $1.80; No. 12, $18; No. 16, $21.0.

Galvanized straight—No. 9, $23; No. 12, $27; No. 16 $31.

Western (flaring) pattern—6qt., $13.50; 10-qt., $18.

Frontenac—10 qt., $19.

Galvanized Western—10 qt., $27.

Spouts—Sterling, $20; Eureka, $15 per 1000.

Square one gal, syrup cans, $16.75 per hundred.

SEASONABLE DEMAND FOR MOPS AND POLISHES

Montreal

There is an increasing demand for polishing mops and polishes, and while sales are reported smaller than in previous years, the movement of these lines are said to be quite satisfactory for this season. Quotations are remaining steady as follows:

MOPS— per dozen.

O-Cedar polish mop, round and triangular, $16.00. O-Cedar dusting mop, round and triangular $16.00. O-Cedar polish mop, triangular No. 15 $10.00. Liquid Veneer $16.00. Veneer, dry, $16.00. Veneer, Junior, $14.00. Veneer, Victory $12.00.

POLISHES—

O-Cedar Per doz.

4 oz. botles, $2.40. 12 oz. bottles, $4.80. 1 qt. cans $12.00. ½ gal cans $20.00. 1 gal. cans $2800.

Liquid Veneer— Per doz.

4 oz. bottles $2.40. 12 oz. $4.80. 32 oz. $10.00. 64 oz. $16.00 128 oz. $28.00.

QUOTATIONS IN INGOTS PRACTICALLY UNCHANGED

Montreal

The metal markets continue somewhat irregular, but with changes in prices comparatively few. The London market is still influenced by Sterling exchange, which has re-acted during the past week, but generally speaking the situation is quiet. The immediate future does not suggest a marked change in either direction.

TIN.—This metal continues to hover around recent levels in London, and there seems no indication of any immediate change. Tin is always an irregular metal, and while statistics would point to an advance, it is possible that it may act contrary to expectations when the bull party decide the time is right. Locally this metal remains quiet at 34 cents.

COPPER.—Copper is slightly firmer in New York, although it seems unlikely that present prices will advance at the moment. The London market is dominated by exchange, and there are no features of interest there. Local market is described as lifeless at 16¾ cts. for electro and 16½ cts. for casting.

SPELTER.—Both London and East St. Louis are quiet with prices practically unchanged and a fairly even balance between supply and demand. The situation seems fairly firm and the market may gradually work higher. Quotation is unchanged at 7 cents.

LEAD.—The American market remains steady, while London is also practically unchanged. Spring activities may possibly result in a greater demand for this metal. Prices are unchanged at 6¾ cents.

ANTIMONY.—There is nothing new in this metal, domestic demand remaining at a very low ebb. Although present price levels are considered low, a further recession would not be surprising if demand does not improve. Chinese is quoted at 6¾ cts., high grade English at 7¾ cts.

ALUMINUM.—Aluminum fails to attract interest on the market, and sales are very few. Quotations are unchanged at 24 cents.

Toronto Markets

TORONTO, March 16.—Another recession in prices on galvanized sheets, with lower quotations on copper and brass products and easier price levels on lubricating oils, supply the feature changes on the hardware markets this week. The change in sheets and plates affects galvanized, black and annealed, and is generally around twenty-five cents per cwt. The reduction in oil prices include black oil, both summer and winter grades, cylinder, machine and gas engine oils. Copper and brass rods, tubing and sheets reflect the easier tone recently apparent in virgin metals. The manufacturers of light general purpose and engineers' wrenches have also announced a decline in prices on these products. The scrap material markets still report quiet conditions, with the recovery in copper serving to stem the sagging movement previously evident on yellow scrap grades. Conditions in the current ingot metal markets continue to provide a variety of minor developments, with nothing of a startling nature having been recorded. Domestic prices are unchanged. The seasonal demand for Spring goods is now under way, and with favorable weather conditions, brisk activity in many lines is looked for, as stocks are generally considered low.

REDUCED PRICES ON ENGINEERS' WRENCHES

Toronto

A reduction of approximately ten per cent. has been announced by the manufacturers on the Williams line of light general purpose and also engineers' wrenches.

MANY LUBRICATING OILS HAVE LOWER PRICES

Toronto.

Quotations on black oil, in both summer and winter grades, again record an additional reduction. The drop on winter black oil is one and a half cents per gallon, while the recession on summer grade is two cents.

Other lubricating oils also record declines this week, there being a six-cent reduction on Capital cylinder oil, while machine oil is lower four and a half cents per gallon, and gas engine oil, shows a similar revision. These revised quotations are as follows:

OILS

Black oil, (summer)	0 19
Do., (winter)	0 20½
Capital, cylinder	0 69½
Machine oil	0 39
Gas engine oil	0 59

List, less 15 per cent.

BAR PRODUCT MARKET NOW SLIGHTLY FIRMER

Toronto

Definite efforts are now being made to stiffen prices on bar iron and steel in southern primary markets. The recent easier levels which resulted from concessions on particularly attractive orders, have now been withdrawn, and the undertone is described as a little firmer. Competition in the domestic centres is still described as keen, but there has been a moderate revival in buying recently experienced on practically all market centres. Locally, one distributor described the current movement as spasmodic, being fairly bright one week, and a little duller the week following. Orders are still of the small variety, but fairly numerous. The reported efforts to secure higher uniform prices on bar products at southern mills, is referred locally as an attempt to "feel out" the market trend with respect to future stabilization. A precedent in this respect was set last Fall, when sheet producers increased prices. While the average quotations later receded to their former levels, on that occasion they were able to secure a brisk share of current business through this manoeuvre. Following are the average unchanged local quotations on bar products:

IRON AND STEEL—

Mild steel bars base	2 75
Mild steel bands, 3-16 in. base	3 25
Bar iron, base	2 75
Angle iron, base	2 85
Horseshoe iron	3 60
Tire steel	3 35
Spring steel	5 50
Sleigh shoe steel	2 85
Hoop steel	3 75
Norway iron	12 50
Toe caulk iron	4 00
Crucible cast sheet steel	30 00
Mining drill steel	18 50
Cast tool steel, high grade	30 00
Cast tool steel, medium	18 00

SHADING TIN PLATES IN SOUTHERN CENTRES

Toronto

Interest in tin plate circles is still described as quite brisk, with the current volume of production providing a special attraction. Some price shading is stated to have developed, but no change in the nominal quotations has been announced. Whether these concessions will result in a generally lower market level, is a factor influencing future commitments. Following are the average local quotations:

PLATES, CANADA—

Dull 60 sheets	5 30
Ordinary, 52 sheets	5 25

PLATES, COKE TIN—

IC, 20 x 28, 112 sheets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 sheets	9 00

PLATES, CHARCOAL TIN—

IX, 20 x 28, 56 sheets	14 00
IXX, 20 x 28, 56 sheets	16 00

PLATES, TERNE—

IC, 14 x 20, 112 sheets	12 00

PRICE REDUCTIONS ON COPPER AND BRASS

Toronto

As outlined in recent market reports, the easier tendency in the basic copper markets has now resulted in similar price changes to correspondingly lower levels on copper and brass products. Such semi-finished lines as sheets, rods and tubing now record varying reductions between one and a half and two cents per lb. This change places quotations on a well-liquidated basis, and according to distributors, is expected to reflect stimulated trade improvement during the ensuing months. Following are the revised price levels on these products:

BRASS

Sheets, base, per lb.	0 21
Tubing, base, per lb.	0 28
Rods, base, per lb.	0 19

COPPER

Rods, base, per lb.	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 28
Do., plain tinned 16 oz. and heavier, per lb.	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

BUSINESS IS QUIET IN CORRUGATED SHEETS

Toronto

Trading in corrugated sheets is described as very quiet, at present, but this condition is usual during the current season of the year. One dealer described the situation in the following words: "All things considered, business is very fair, with the tendency to buy in very small quantities being accentuated in the present season." It was also pointed out that some price developments of a minor nature have been looked for in some quarters as regards Spring prices on corrugated. The tendency of these markets during recent months has undoubtedly been in the downward direction, and several recessions have been recorded. Future changes of this nature are stated as dependent upon primary market developments. Conditions are primarily unchanged from the notations given in the previous market report.

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No., 26 U. S., gauge	8 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 10 per cent.

Lighter than 24 gauge and wider than 27 ins., 75 cents per sq. extra.

SEASONAL DEMAND NOTED FOR WIRE AND CUT NAILS

Toronto

The demand for nails is now quite good, while the current requirements for other wire products are still generally described as moderate. The size and numbers of orders is said to be improving gradually each week, and in respect to nails, both wire and cut are experiencing a better demand. The recent price developments have naturally placed these primary markets on a steadier basis, and a seasonal recovery is evident.

EASIER PRICE LEVELS ON SHEETS AND PLATES

Toronto

An improved interest in sheets from manufacturing consumers is recently manifest, according to distributors, while the undertone to the market generally is described as improving. There has also been more life to recent inquiries, although business is still a little spasmodic in certain quarters. Prices have receded approximately twenty-five cents per 100 lbs. all through the list, this change being attributed to concessions for the more attractive orders tending to result in a lower market level. This downward revision is applicable on galvanized, black and blue annealed. Following are the new prices on sheets:

BLUE ANNEALED—

10 gauge, base	3 50	4 25
12 gauge	3 55	4 30
14 gauge	3 60	4 35
16 gauge	3 65	4 40

BLACK—

18—20 gauge	4 05	4 80
22—24 gauge	4 10	4 85
26 gauge	4 15	4 90
28 gauge	4 25	5 00

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis
28 gauge	7 75	7 25
26 gauge	7 50	7 00
24 gauge	7 10	6 60
22 gauge	6 65	6 15
18 and 20 gauge	6 50	6 00
Premier and Apollo		
10¾ oz.	5 75	6 50
U. S. 28 base	5 35	6 10
U. S., 26 gauge	5 05	5 80
22 and 24	4 90	5 65
18 and 20	4 75	5 50
16	4 60	5 35
12 and 14	4 45	5 20

An extra 40c. per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c. per 100 pounds.

EXPECT BRISK TRADE IN BUILDERS' HARDWARE

Toronto

The general impression as regards the subject of builders' hardware is reflected in the expression that "this will be one of the biggest Spring lines in the trade." When pressed for a reason contributing to this effect, this wholesaler referred to the extensive building programs that have been planned in many districts—both city and country—which sooner or later will result in a much improved demand for builders' hardware. The fact that many houses which were commenced last Fall, are now being finished in the early months of the current year, is expected to be one of the factors contributing towards seasonal activity.

FAIR BUSINESS IN LEAD AND ZINC PRODUCTS

Toronto

The market in lead and zinc products remains just about the same as in recent weeks with the exception that the easier tendency recently evident in certain primary metals, now shows signs of recovery. Following the reductions in solder quotations, no further developments as regards prices, have been recorded. Current trade is described as satisfactory for this season of the year, with prospects pointing toward a gradual improvement during the ensuing months. Following are the local quotations:

LEAD AND ZINC GOODS—

Lead pipe, list, per lb.		0 12½
Lead waste pipe, list, per lb.		0 13½
Do., over 8 in., list, per lb.		0 14½
Lead pipe is subjected to a discount of		10%
Lead traps and bends		10%
Lead sheets 4 to 6 lbs. sq. ft in rolls, lb.		0 09
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, per lb.		0 32½
Do., strictly, lb.		0 22½
Do., commercial, lb.		0 21
Do., guaranteed, lb.		0 24
Do., wiping, lb.		0 21
Zinc sheets, per lb.	0 09	0 10

UNCHANGED DISCOUNTS ON PIPE AND TROUGH

Toronto

"Considering present season of the year," stated one manufacturer to Hardware and Metal, "the current volume of trade in eavestrough and conductor pipe is described as fairly good." It was pointed out that recent weather conditions had hardly been conducive to brisk activity in these products, but with the advent of spring weather, coupled with prospects for renewed building endeavors on a more extensive scale than last season, a marked improvement in general conditions is looked for. Following are unchanged lists and discounts:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth: Per 100 ft.

8 in.	15 98
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 and 10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 80
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 and 10 per cent.

ELBOWS (Conductor)

2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

EXPECT BRISK ACTIVITY IN CEMENT MARKETS

Toronto.

Current business in cement is described as picking up a little, especially during the last week or two. The marked improvement in demand, however, is not generally looked for until the Spring season is more mature. Prices are still steady at the revised levels announced in January. Production of cement is stated to be on a fairly high ratio of capacity, and distributors naturally anticipate a brisk season in construction activity generally. Following are current quotations:

CEMENT—Car load lots.	Toronto.
Per barrel	$3 70
Per barrel, f.o.b. yard	4 30
Per barrel, delivered	4 50

Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

SPRING ATMOSPHERE IN ROPE MARKETS

Toronto

With the approach of Spring, the volume of sales in rope and cordage is reported to be improving. Business in the primary hemp markets is also recorded as fairly good. Large consumers have displayed keener interest due to the firmer reports from the manila markets. Local distributors report improved conditions generally, and prices are being fairly well maintained. Mexican sisal has not fluctuated to the same extent as was previously apparent. Many inquiries are evident, but are not all developing into actual purchasers.

UNCHANGED DISCOUNTS ON SOIL PIPE AND FITTINGS

Toronto.

With the current quotations unchanged on soil pipe and fittings, general interest in this market is attracted to the volume of business now reported, together with the prospects for future improved activity. While some variation in discounts is still noted between local and eastern markets, yet the Montreal freight rates are described as tending to prevent eastern houses from encroaching upon western territory to the detriment of local manufacturers and distributors. With the advent of more staple conditions in these markets, due to improved demand during the ensuing Spring and Summer periods, uniform quotations are looked for in the near future. Following are the local unchanged discounts:

SOIL PIPE—

2 inch	40%
3 inch	40%
4-inch	40 and 5%
5 and 6 inch	40%
8 inch.	net

FITTINGS—

2 to 6 inch fittings	50 and 5%
8 inch fittings	net

MORE ACTIVITY RECORDED IN BOILER TUBES

Toronto

More activity is reported in the boiler tube market during recent weeks. Prices are remaining fairly steady, and with the tube season now at hand, it is felt in distributing circles that in view of the restricted volume of trade during recent months, a fair amount of current tube business is now opening up. Prevailing trade is said to show a favorable comparison with this period last year, while an optimistic outlook is generally reported. Following are the average unchanged prices recorded on the domestic markets:

BOILER TUBES—

	Seamless	Lapweld
1 inch	24 75	....
1¼ inch	24 50	....
1½ inch	24 00	....
1¾ inch	26 00	....
2 inch	24 50	20 00
2¼ inch	27 75	23 00
2½ inch	32 50	23 75
3 inch	40 00	30 00
3¼ inch	50 00	32 50
3½ inch	52 50	34 25
4 inch	65 00	43 50

COMPRESSION GOODS AT RECENTLY REVISED LEVELS

Toronto

Quotations on the various lines of compression goods remain at the recently revised levels, with just a moderate volume of trade reported. In these markets, however, a general improvement is looked for in the near future, consequent upon the prospects for increased building activity reflecting a better demand for these products. The undertone of the market has recorded very little variation, although the recent easier tone to certain primary metals, resulted in a softer tendency in some finished products. It is noted, however, that virgin metals have somewhat recovered from this depression. Following are the average quotations on compression goods:

COMPRESSION GOODS—

Compression work, standard	45%
Fuller work, standard	30%
Bath cocks, compression	35%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Brass steam cocks, standard	43%
Globe, angle and check valves, standard	25%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25-10%
Jenkins gate or straightway	25|10%
Jenkins Globe	19|10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. check valves, standard	25%
Emco, J. D. rad. valves, screwed	33%
Emco, swing check, ⅜ in. and ½ in.	40%
Do., Do., Do., other sizes	33%
Webber gate valves	33%
Emco gate valves, standard	25%
Do., Do., Do., J. D.	33%
Emco Globe valves, std.	25%

BASIN COCKS—

No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	50%
No. 3623, plain or index handle	34%

MAINTAIN CURRENT LEVELS ON COTTON WASTES

Toronto.

Conditions in the cotton waste markets generally remain unchanged, with the recently revised levels still in effect. The primary markets have recorded some slight fluctuations, but these movements are described as not being of sufficient momentum to reflect in cotton waste quotations. The recent reductions noted in previous issues of Hardware and Metal indicate the trend of basic conditions. Current trade is described as average for this season. Following are the prevailing prices:

Cream, polishing	0 18
White, XXX	0 18
XX	0 16
X	0 15
XC	0 14
XXX, extra	0 16
XX, grand	0 15
XLCR	0 14
X, Empire	0 13
X press	0 11½
Colored, No. 1	0 13
No. 17	0 12
No. 1A	0 11
No. 1B	0 10
Fancy,	0 13½
Lion	0 12
Standard	0 10½
Popular	0 09
Keen	0 07½

Above lines subject to trade discount for quantity.

MODERATE ACTIVITY IN PIPE FITTINGS

Toronto.

Trade in pipe fittings is described as better than expected in some quarters, while other distributors state that the total volume is fair, although current orders are of a small nature. A moderate degree of activity is generally recorded, however, with quotations on these products holding unchanged at the recently revised levels. The outlook is stated to be more optimistic, in view of the enlarged program of home buildings now being generally entertained. This is naturally expected to result in a better demand for fittings of all kinds. Following are the current unchanged quotations:

PIPE FITTINGS—

Cast iron fittings	30%
Plugs, cast iron	30%
Do., solid	30%
Do., countersink	30%
Bushings, small	32%
Bushings, cast	32%
Unions, ¼ in. to 2 in.	47%
Unions, ⅛ in., 2½ to 4 in.	47%
Flanged unions	30%
Flanged fittings	30%
Dart Unions, blk., ⅛ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	50%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	60%
Do, 4½ inch and larger	50%
Do., running thread	30%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

	Black	Galvanized
Class A	0 54	0 67
Class B	0 20	0 28
Class C	0 13	0 20

QUIET CONDITIONS REMAIN IN SCRAP MATERIALS

Toronto

The waste material markets have been unchanged, consumers buying hand-to-mouth and at low prices.

Scrap rubber is very dull, but red and yellow scrap metals have been a bit more active on recovery of virgin copper, although buying has not been large enough to advance prices. Heavy copper and wire has sold at 10.50 to 11.00c. White metals move slowly, but are steady in price.

In ferrous scrap, cast iron has continued to show some life, but steel grades are very quiet.

The following are the usual averages of dealers' buying prices for large quantities:

SCRAP MATERIALS

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 00	3 00
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 75	16 75
Stove plate	11 50	12 00
Grate bars	10 50	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 00
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 00	3 50
Heavy yellow brass	5 50	6 00
Heavy lead	4 50	4 75
Tea lead	2 00	2 50
Scrap zinc	4 00	4 25
Scrap Rubber		
Boots and shoes	2 50	2 75
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

MINOR DEVELOPMENTS IN INGOT MARKETS

Toronto

Conditions in the current ingot metal markets continue to provide a variety of minor developments. Virgin copper has recovered to some extent from the recent depression. Tin continues a see-saw movement, with prices however, showing more reductions than increases. Prices on lead are steady, with the primary conditions continuing firm. Spelter is slightly firmer, with buying restricted owing to the heavy stocks on hand. Antimony is again a little weaker, with aluminum dull and unchanged.

COPPER.—Recent buying of copper on the primary markets has lately been a little more active, with the result that the sagging price movement has recovered to some extent. Southern reports indicate that the export trade to European countries has increased somewhat, a condition which has reflected in the general tone. The domestic markets continue quiet, with both consumers and distributors keeping in close touch with the situation. The average local price of 17½ cents still remains.

TIN.—The tin markets have seemed to continue in a regular see-saw movement with varying fluctuations recorded almost day by day. The fundamental situation, however, shows that the declines have been more drastic than the advances, as prices in the primary stage are now lower than at the corresponding period last month. Local quotations continue around 35½ cents.

LEAD.—This market is practically unchanged, and a firm condition continues in evidence. There is very little new to record, with the general situation unusually steady. Prices are about the same, with the local level at $6.75.

SPELTER.—The spelter market is reported steadier, but buying is still on a somewhat limited scale. Consumers are not purchasing very freely, although the market cannot be described as dull. The conservative attitude is taken as indicating the slowness of recovery in the demand for various manufactured products. Local quotations continue at $7,-00.

ANTIMONY.—The market for prompt is quoted a little easier on account of recent fresh supplies. There has been a slightly better demand, but consumers stocks are generally described as heavy. Quotations on the local market remain unchanged at 8 and 9 cents.

ALUMINUM.—A variety of opinion is again evident with regard to the price trend of aluminum in the near future. Some improvement in demand is looked for in certain quarters, with a consequent slight firming up in quotations. Prevailing prices however, continue unchanged, with no fresh developments recorded. The local quotations is still in the neighborhood of 27 cents, with some easier levels having been noted.

London Markets

LONDON, March 16.—Price revisions on the current hardware markets include lower quotations on the Maydole line of hammers, arsenate of lead, and paris green. Prevailing business in this district is described as seasonably good, with an improved degree of activity noted in many Spring lines. Merchants seem generally well satisfied with the current volume of trade, with average expectations of a substantial increase with the advent of warmer weather prevailing. Reports show collections to be in good shape.

DROP OF EIGHT CENTS PER GALLON ON TURPENTINE

London, Ont.

A reduction of eight cents per gallon has been announced in turpentine prices thus bringing the average quotation down to $1.27 per Imperial gallon in one barrel lots. While the southern markets recorded easier levels also, the change was not to this extent. Following are new local prices:

TURPENTINE—	Imp. Gal.
1 bl. lots	1 27
2 to 4 bbl lots	1 26
5 gal. lots	1 42

EASIER TONE NOTED IN LINSEED MARKETS

London, Ont.

Linseed oil prices at the time of going to press remain unchanged from the previous levels. A slightly easier undertone, however, is noted in the primary markets. A fair demand is noted at the following prevailing levels:

LINSEED OIL—	Raw.	Boiled.
1 to 2 bbls., per gal.	1 15	1 18
3 to 5 bbls., per gal.	1 14	1 17
6 to 9 bbls., per gal.	1 12	1 15

Less barrels, add 15 cents gal.

BETTER MOVEMENT OF WHITE LEAD IN OIL

London

Sales of white lead in oil are described as increasing noticeably each week, as the painting season approaches, with a banner season being looked for in this latter respect. There has been no change in prices, the following levels continuing on the local market:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

SEASON FOR ROLLER SKATES NOW AT HAND

London, Ont.

A brisk sale is generally recorded for roller skates, the prevailing weather conditions being seasonal in this respect. Following are current quotations: No. 3, steel wheel, $1.10 per pair: No. 5, ball bearing, $2,65 per pair.

REDUCED PRICES APPEAR ON FIRE GAUGES

London, Ont.

Revised lower prices have been announced this week on tire testers, or gauges. These products are now priced at the new level of $1.08 each.

EASIER PRICE LEVELS ON MAYDOLE HAMMERS

London, Ont.

A reduction of approximately 12½ per cent. has been announced in prices on the Maydole line of hammers. Following are the revised quotations on some of the easier selling numbers:

MAYDOLE HAMMERS

No. 1—$19.80 doz. No. 1½—18.25 doz. No. 11—$19.80 doz. No. 11½—$18.25 doz. No 12—$17.20 doz No. 13—$15.20 doz.

PARIS GREEN PRICES FOR CURRENT SEASON

London, Ont.

The new season's prices for 1922 on paris green have been announced, and show a reduction of 7 cents per lb. all through the list. The following are the revised quotations:

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb.	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 45
1-lb. tins, per l.	0 45
1-lb. paper cartons ,per lb.	0 43
½-lb. tins, per lb.	0 47
1-lb. tins, per lb.	0 45
25-lb. tins, per lb.	0 41
50 and 100-lb. drums, per lb.	0 39
250-lb. kegs, per lb.	0 37½
610 lb. barrels, per lb.	0 37

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's, and Halifax. Yarmouth and P.E.I. paints ¼c. per lb. extra.

MODERATE INTEREST DISPLAYED IN ROSIN

London, Ont.

The demand for rosin remains of a moderate nature, with current interest being usually quiet at this season of the year. Present local quotations on rosin are as follows:

ROSIN:—Casks, $4.00 per 100 lbs., gross weight. Small lots, 7c. lb.

ENGLISH GARDEN SHEARS REDUCED IN PRICE

London, Ont.

Prices on English garden or hedge shears are now about ten per cent. lower this season. The revised quotations on these products are as follows:

SHEARS—

No. 100 x 8"—$1.55 each. No. 101 x 8"—$1.80 each. No. 100 x 9"—$1.90 each. No. 101 x 9"—$2.15 each. No. 107 x 3—$1.70 each. No. 105 x 9—$4.00. No. 106 x 9—$3.25.

FAIR DEMAND AT PRESENT FOR PUTTY

London

There is generally reported to be a fair demand for putty, with present indications pointing toward a better movement as the season progresses. Quotations on putty remain unchanged at the following levels:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	6 30
Do., 25 lb. drums	6 55
Pure, 100 lb. drums	7 80
Do., 25 lb. drums	8 05

PRICES REDUCED ON DRY ARSENATE OF LEAD

London, Ont.

New lower prices for the current season have been announced on dry arsenate of lead. These revised levels are approximately nine cents lower on the various list quantities. Following are the new quotations:

DRY ARSENATE OF LEAD

½ lb. pkgs.—37c. lb. 1 lb. pkgs.,—35c lb. 5 lb. tins—32c. lb. 10 lb. tins—31c. lb. 25-lb. Drums—27c. lb. 50 lb. drums 25c. lb. 100 lb. barrels—23c. per pound.

IMPROVEMENT NOTED IN SPRING ROPE SALES

London, Ont.

Sales of rope and cordage continue to improve in volume as the Spring season approaches. There has been no further revision in prices since the following levels were announced:

ROPE—	lb. base
Pure Manilla	23c
Beaver Manila	20c
New Zealand Hemp	20c.
Sisal	18c.

FIRM TENDENCY REMAINS IN WINDOW GLASS

London, Ont.

There remains a good seasonable sale for window glass, with no further revision in prices having been announced. The firm tone remains in primary market circles. The following quotations prevail:

WINDOW GLASS—

Single Diamond, net list
Double Diamond, net list.
Cut Lights, 75 per cent. off light list.

BETTER DEMAND FOR WIRE AND CUT NAILS

London, Ont.

The seasonal demand for both wire and cut nails has been improving during recent weeks. With the prospects for brisk activity in construction circles, a reflection of this factor is naturally expected in the demand for nails generally. The current prices follow:

NAILS	
Wire, base	3 65 per keg
Cut, do.,	4 35 per keg.

SYRUP SUPPLIES MOVE IN SEASONAL FASHION

London

Syrup supplies including sap spiles, tin and galvanized sap buckets, are now moving in seasonal fashion. Following are the current quotations on these products:

SYRUP SUPPLIES—	
Sap Spiles Eureka	15 00
Do., D. M. P.	23 50
I. C. Tin Sap Pails 10 qt. flaring	18 00 per c
Do., 2 gal. straight	18 00 per c
Galvanized Sap Pails, 10 qt. flaring	27 00 doz.
Do., 2 gal. straight	27 00 doz.

Winnipeg Markets

WINNIPEG, March 16.—The number of price developments on the current hardware markets has recently been smaller than during the early months of the year, and this is generally taken as an indication that quotations on many hardware lines are now getting down to a substantial basis for future trade, representing a fair share of liquidation in comparison with prevailing replacement costs. The movement of Spring goods, usually evident at this season of the year, is now commencing, and while present orders are small, yet jobbers report business on the road to improvement and of a fairly satisfactory volume.

SPASMODIC CONDITIONS IN SHEET MARKETS

Winnipeg

The market in sheets and plates is described as spasmodic, with current trade of a moderate nature. Prices are fairly steady on the domestic markets, distributors stating that there has been no exceptional or attractive orders appearing which might influence price shading. However, some easier levels are recorded on other quarters, and it is generally expected that this tendency will be reflected in the local quotations in the near future. Primary markets report that the reductions are only slight, and do not indicate any sign of weakness. On the other hand, recent reports are optimistic and herald a more or less general return of activity, both as regards production and distribution.

STEEL SHEETS, BLACK—	
10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65
IRON GALVANIZED—	
Premier; Apollo and "Fleur de Lis"	
10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 24 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

MOVEMENT OF SPRING GOODS NOW UNDER WAY

Winnipeg.

The movement of Spring lines is now generally reported as well under way, with wholesalers receiving many requests for shipment of booked goods. Other local jobbing houses report that they have been forced to keep open on the usual Saturday half-holiday, in order to accommodate customers and handle the numerous small shipments required. While the numbers of commitments is described as fairly satisfactory, yet the size of orders is generally of a moderate nature. However, the general feeling in the trade is that the expected movement of Spring goods has now commenced, and with repeat orders anticipated owing to the fact that dealers' stocks are generally in a low condition, a fairly creditable volume of activity is expected to materialize, and a total which will compare favorably with the records of previous seasons.

LOOK FOR IMPROVEMENT IN BUILDERS' HARDWARE

Winnipeg

Brisk trade in builders' hardware lines is generally looked for during the Spring and Summer months, especially in view of the marked increase in the volume of building permits already issued throughout this district. Distributors of builders' hardware point to this as a more or less accurate sign of future activity, and as a large proportion of the expected building will be smaller erections, these products will naturally be in proportionate demand.

SOUTHERN PIPE MARKETS RECORD EASIER TONE

Winnipeg.

While there has been no change in the current quotations on wrought piping, yet an easier tendency is reported from southern primary markets, where price shading between opposing interests has been recorded. This condition, however, has not affected the domestic centres, the point of interest being as to the future trend of price developments. It is claimed that producers are not making profit at present levels, and it is difficult to see where additional recessions can be made. On the other hand, the domestic tendency has closely followed any revision on the southern markets, and for that reason alone, the current developments are outlined.

TRADE IN BUILDING MATERIALS HELPED BY SEASONABLE WEATHER

Winnipeg.

Current trade in many lines, such as eavestrough, conductor pipe, bar iron and steel, corrugated sheets, which depend upon seasonable weather conditions, is still moderately quiet. An improvement in this direction, however, is generally expected with the advent of Spring weather during the ensuing weeks. Similar circumstances surround practically all building materials, as well as many other seasonal lines. With a fairly extensive construction program outlined during the coming months, activity in these products is expected to reach more satisfactory proportions.

Hamilton Markets

HAMILTON, Ont.—During the past few days a decided improvement in the movement of seasonable lines has been generally reported. This primarily includes all early spring requirements. Activity in jobbing circles is becoming more pronounced, and while orders being received are still for small quantities, wholesalers state that they are satisfied that repeats will soon follow, and the fact that the opening spring movement of goods in now under way has given rise to a more confident feeling throughout the trade. Prospects for an early season are receiving keen attention, it being generally recognized that seasonable weather conditions are usually a keen stimulant to trade in this direction. There is an undercurrent of hopeful expression that trade will continue to improve as the spring and summer months materialize. Collections are reported as fair, with recent optimistic expressions regarding the future outlook now being supported by signs of general business recovery. With the employment of labor upon a more expansive basis than has prevailed in some quarters during the winter months, it is expected that the purchasing power of buyers will show an increase in proportion. It is generally believed that March will show a decided increase over February, and when April comes along, the seasonal hardware trade will be in full swing.

Retail stocks of hardware are still regarded as low, for merchants have been purchasing in a more or less restricted manner for some time now. That they are not yet disposed to contract for future requirements is indicated by the size of current orders, a condition which is chiefly attributed to the varying degree of uncertainty of future prices on many lines. It was pointed out, however, that yet another factor in this respect is the curtailment of the buying ability of the average consumer, combined with a certain hesitancy or reluctance in some quarters to purchase at prevailing quotations. The uniform encouragement of the belief that current levels are representative of advanced liquidation in many lines of industry, is described as an encouraging step in the direction of stimulating retail trade.

Increase in Enquiry

Prevailing business in the steel industry is now described as spasmodic in certain quarters, this week being slightly moderated as regards the volume of trade when compared with the previous weekly period. There is, however, more general interest now manifested, and with an increase in inquiry, distributors in general look for continued improvement throughout the ensuing months.

It is apparently difficult to readjust the market to a uniform level, as purchasers have become accustomed to a prevailing nominal price on certain steel goods, with a further slight concession for attractive orders. Dealers state that this condition is gradually being eliminated in some quarters.

Manufacturers of kitchen utensils and similar ware products express the opinion that the industries catering to the hardware trade are becoming more active week by week. Business in general is gradually picking up, while current trade in this specific line is reported as showing an increase of approximately fifty per cent. for the months of January and February over the corresponding periods in 1921. Last year, however, is described as a very bad season in this class of products. Speaking of the February trade, this manufacturer stated that the sales last month represented an improvement of around fifty per cent over those recorded during January. Quotations on kitchen utensils are said to be steady, with certain raw materials stiffening a little in price.

Wholesale distributors of window and plate glass in referring to the recently slightly higher prices on window glass, stated that the domestic product is generally of a superior quality. While it is admitted in certain quarters that cheaper imported glass has appeared on the markets, yet prices on imported glass are also firming up, with prospects of more uniform quotations in the near future. Glass men also point to the fact that in buying glass from Belgium, there are four thousand miles of transportation to be contended with, and as this foreign product is generally cylinder blown, it naturally follows that the breakage is fairly high. This has been figured in certain circumstances to average between 25 and 30 per cent., while in some cases it has been reported higher than that. The percentage of breakage in handling the domestic product is described as remarkably low in comparison. In comparing the present volume of trade in the glass business with records of last year, it is stated that both January and February showed a substantial margin over the respectice periods a twelve-month ago. It was also pointed out that there has been a big reduction in window glass prices since that time.

Pittsburg Markets

PITTSBURG.—The official report of American pig iron production during 1920 has just been issued, making the following comparison, in gross tons: 1913, 30,966,152; 1914, 23,332,244; 1915, 29,916,213; 1916, 39,434,797; 1917, 38,621,216; 1918, 39,054,644; 1919, 31,015,364; 1920, 36,925,987; 1921, 16,688,126.

The particular record made by the 1921 production was that it was the smallest in 13 years, this being by far the greatest backward step, in point of time, ever made. The 1908 production was the smallest in seven years, the 1894 the smallest in six and the 1876 production the smallest in five.

Consumption of pig iron and things made from pig iron was much greater in 1921, as compared with 1920, than indicated by the pig iron production figures. On account of the high prices in 1920, giving the impression that everything was very scarce and might remain scarce, men carried stocks over into 1921 which otherwise they would have made more effort to liquidate in 1920. The high prices tended to discourage consumption in 1921. While pig iron prices fell rapidly, it took more time for the finished wares such as the ultimate consumer buys, to decline.

The conclusion is unavoidable that pig iron production in 1921 was much below a normal relation to the general business conditions existing, even though those conditions were not good, and it seems to follow that it is entirely unlikely that there will be another year with as light production. Even at the present time pig iron is being produced at a rate 30 per cent. above the average rate in 1921.

Steel production.—From the monthly report of the American Iron and Steel Institute of the steel ingot production of 30 companies, it may be estimated that the steel industry as a whole produced steel ingots in February at the rate of about 26,850,000 gross tons a year, against a rate in January of 22,750,000 tons. There was continuous increase in the rate during the two months, from a rate well under 18,000,000 tons at the end of December to a rate of about 29,000,000 tons at the end of February. The 29,000,000 ton rate has remained practically unchanged to this date.

The only question about the steel market is whether the gain has not been too rapid, about 70 per cent. in two months, following the dip in production towards the close of the old year, a reflection of the season of year as well as the annual inventory taking. Compared with the production last autumn the present 29,000,000 ton rate is 25 per cent higher rather a sharp gain when spring has not yet really arrived. Here and there one encounters a prediction, made by men who do not seem to realize what has already occurred, that conditions in the steel industry are now about to improve, but the real point is whether all the gain already experienced can be held. While reports in the different branches of the steel market in the past couple weeks have as a whole been somewhat favorable, there is really some question whether the total of steel buying thus far in March has been at as heavy a rate as obtained in February. It is possible that purchases recently were being swelled by buyers anticipating trouble in getting deliveries after April 1, on account of the prospective suspension at the union bituminous coal mines. Some steel buyers seem to have been alarmed by the prospect, while steel producers are not. The latter have stocks of coal averaging fully one month's requirements and think this will be sufficient, in conjunction with such deliveries as they will still get, even at the worst, from the non-union fields, like the Connellsville region.

Steel Prices. — Bars, shapes and plates, which had reached relatively lower levels than other finished steel products, now face the possibility of a slight stiffening. One of the prominent steel companies, which had been a particularly aggressive seller, has announced an advance in its price to 1.50c, and its competitors estimate that in its sales campaign it accumulated enough business to carry it for 60 days at its present rate of operation. The market remains quotable at 1.35c to 1.40c as formerly, and the advance by this large independent is therefore in essence a withdrawal from the market, but the removal of this particularly strenuous competition seems already to be exercising a somewhat stiffening effect on the market, and 1.40c is now a more common quotation than 1.35c. Other sellers, while very competitive, are indisposed to tie up much tonnage for forward delivery at extreme low prices, preferring, if possible, to work their prices up first.

Sheets continue firm at 3.00c for black and 4.00c for galvanized, where they have been for more than three months. Pipe is being shaded by a considerable margin in some districts, but the shading is not general, and on the whole the pipe market may be regarded as fairly steady.

Mill Operations.—As noted above, the general rate of steel mill operation, as shown by ingot production, has undergone no material change in the past couple of weeks or more. In individual mills there may be slight changes. The pipe mills are running a trifle slacker, at between 50 and 55 per cent. of capacity, while sheet and tin plate mills seem to have gained a little. The Steel Corporation's unfilled obligations at the end of February are reported at 4,141,069 tons, indicating a decrease during February of 100,069 tons, a favorable showing when properly considered as it suggests that some contract tonnage long on books came to life by being converted into actual shipping orders, for the corporation's shipments were about 57 per cent. of capacity in February against 47 per cent. in January. The unfilled obligations decreased by 26,736 tons in January. Comparing shipments and unfilled tonnage it appears that in January the new bookings amounted to about 45 per cent. of capacity while in February they amounted to about 49 per cent.

Connellsville coke for spot or prompt shipment remains quotable at $3.25 to $3.50 for furnace and $4.25 to $4.75 for foundry, thus holding the recent 50 cent advance.

Weekly Paint Markets

Montreal

MONTREAL, March 16.—Price developments in turpentine and window glass feature the paint markets this week. Turpentine shows a reduction of 10 cents per gallon, which is considered quite an extensive price decline considering the undertone of the market at the present time. In primary circles an easier tendency crept into the market a week or so ago, owing to a falling-off in demand. Prices in the South receded in sympathy, but not to the extent as is now recorded locally. The market is again steadier, and importers anticipate little further recession as receipts continue light and demand will increase with the approach of the spring season. Window glass is now quoted in most quarters at a higher list, although some firms have not yet adopted the increased quotations. It is claimed that while higher prices are at present warranted, there is still the unsettled feeling on the local market, and it is questionable whether the adoption of the new list will be uniform. Opening of navigation will also be a factor assisting towards lower import costs, and it is stated that a further revision at a little later date would not be surprising.

Linseed oil quotations are unchanged, with flax seed continuing to fluctuate. There were indications of an easier tendency in oil markets last week, but crushers maintain that increased demand and a recognized shortage of seed crop are sufficent to uphold the situation.

The active spring season is more pronounced from week to week, and such products as paint, varnish and white lead in oil are reported as becoming more active. Manufacturers of these products are satisfied that good painting season is commencing, and smaller dealer stocks should directly reflect on sales. Little or no change can be reported in the market of these products, the undertone continuing steady to firm owing to prevailing costs of raw materials.

TURPENTINE QUOTATIONS REDUCED TEN CENTS

Montreal.

Local quotations on turpentine registter a drop of ten cents per gallon this week, bringing present prices down to $1.22 in one barrel lots. The easier tone in the market, which developed over a week ago, continued in primary circles practically during the whole of the week, but the price decline was not to the same extent as recorded locally. Due to the falling off in demand, prices eased to meet the situation, while the undertone of the market was reported as still fairly firm. That the movement was only a temporary fluctuation is shown by the steadier situation that has again developed in the South. Price leveels for this week show very little variation, and certain reports have the market as remaining firm.

Demand is now improving, and on the local market a decided increase is noted. This condition both locally, and in the South, will be a deciding factor in maintaining a firmer position in this product, and some well informed are convinced that further recessions are unlikely, but that a steady to firm market will prevail. It will be a month to six weeks before the new crop will make its appearance, and in the meantime producers are only meeting present demand with their new supplies. Quotations at the revision, are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	1 22
2 to 4 barrel lots, per gal.	1 20
Broken lots	1 32

LINSEED OIL PRICES STILL UNCHANGED

Montreal

Linseed oil quotations are unchanged locally again this week, with a price, however, of a few cents lower still given in some quarters. The flax seed market continues to fluctuate, and while a slight recession in prices from the recent gains is recorded, crushers anticipate a fairly firm undertone for the following weeks. There is not the same amount of speculation in the market as was evident a few weeks ago, and buying has now sett'ed down to a requirement basis.

Undoubtedly there will not be an abundance of seed available this season, and if oil demands are at all heavy, a shortage at a later date is not at all unlikely. This factor alone would seem sufficient to hold the market in a firm position. There is also the question of the by-products, cake and meal. The season for these is now drawing to a close, and this usually causes a recession in prices, which will also assist in firming oil quotations.

A more active demand for linseed oil is now commencing, and while buyers are still exercising care in their purchases, a good season is looked for. Unchanged local prices are the following:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal	1 08	1 10
3 to 5 barrel lots, per gal.	1 06	1 08

Less barrels, add 10 cents per gallon.

NEW WINDOW GLASS LIST APPEARS ON LOCAL MARKET

Montreal

A new higher window glass list is now issued on the local market, increasing quotations on all cuts, and bringing the first cut to $6.00, former price being $5.50. While most distributors have adopted this new selling basis, some firms up to the present have made no change, and it would seem problematic whether the market will now settle on a steady basis at the higher levels. In announcing the revision, one local jobber stated that while higher prices were altogether warranted, it was a question how long and how uniformly they would be adopted. The opening of navigation would be a factor that would have a tendency towards easier prices, this allowing imports to be placed on the local markets much cheaper than at the present time, and there was also the unsettled feeling locally, due to keen competition, that must be overcome. For the present, the following quotations are most general, for ordinary sized orders, with a discount offered for larger business.

WINDOW GLASS

Star	Brackets	D. D.
6 00	25	9 80
7 45	40	12 20
8 10	50	13 30
8 45	60	13 80
8 80	70	14 40
9 30	80	15 15
10 85	84	17 65
11 40	90	18 50
	94	20 65
	100	22 35

Terms: 2 per cent. 10 days; 30 days net.

BOOKING DATE EXTENDED ON WHITE LEAD IN OIL

Montreal

Demand for white lead in oil increases from week to week, witht the approach of the active spring painting season. A continued improvement is anticipated as dealers stocks are undoubtedly low, and booked orders were not placed to the same extent this year. There is also a good painting season expected, which always calls for heavy supplies of this product. The tone of the market is little changed, pig lead remaining steady on the primary markets, this, notwithstanding an easier tendency in almost all other metals, and linseed oil is holding its own at higher figures than were prevailing at the time of the last revision in white lead prices. With these tendencies, little change in price on this product is expected during the approaching busy season. Quotations locally are $12.00 in 5 ton lots; $1..75 in 1 ton lots; and $13.50 in less quantities, with the booking date extended to June 30.

SHELLAC MAINTAINS A FIRM UNDERTONE

Montreal.

A firm undertone continues in shellac, although local quotations remain unchanged. In primary markets slight advances have been recorded and there also, a very firm situation prevails, with further price increases not unlikely. Demand is one of the strongest factors assisting toward a stronger market, and locally sales are increasing from week to week. Unchanged quotations are the following:

SHELLAC—

Orange shellac, in barrels	4 60
Do., in one gal. jugs	4 90
White, in 5 gal. jugs	5 10
Do., in one gal. jugs	5 40

FURTHER REDUCTION IN PARIS GREEN PRICES

Montreal.

A further revision in quotations on Paris green for the current season is announced, again lowering prices 7 cents per pound in all sized packages. The new season's prices, as announced last week, showed a reduction of 7 cents per lb. from the opening quotations of last year, this further decline bringing a total decrease of 14 cents from prevailing prices announced last Spring. Following are present prices:

PARIS GREEN—

½-lb. paper cartons, per lb.	0 38
1-lb. paper cartons, per lb.	0 36
½-lb. tins, per lb.	0 40
1-lb. tins, per lb.	0 38
25-lb. tins, per lb.	0 34
50 and 100 lb. drums, per lb.	0 32
250-lb. kegs, per lb.	0 29½
600-lb. barrels, per lb.	0 29

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. points ¼c. per lb. extra.

Toronto

TORONTO, March 16.—The reduction in linseed oil to the extent of five cents per gallon supplies one of the prominent price developments on the current paint markets. This change is attributed to the easier tone recently evident in these markets, consequent upon the fluctuations in flax seed prices. Demand is also now upon a more moderate basis, the speculative element noted when prices were recently advancing having been generally curtailed. Turpentine quotations are now more uniform, although no revisions of note are recorded this week. The primary markets are fairly steady, with consumers' requirements indicating the cautious attitude of purchases with regard to both current and future commitments. Shellac is quoted with a firm undertone, with prices at the levels nominally recorded.

REDUCE LINSEED OIL FIVE CENTS PER GALLON

Toronto.

A reduction of five cents per gallon in the quotations on linseed oil, provides the outstanding change in the local paint markets this week. This change, while reflecting to some degree, the easier tone in flax seed markets recently noted, is also attributed to price shading between crushers. This now places the average quotation around $1.10 for raw and $1.13 for boiled in one and two barrel lots. It will be recalled that a variety of quotations has recently been apparent among local distributors, and markets have contained the range evident week by week. Prices are therefore, now more uniform, although a slight difference is still noticeable in certain quarters. The current demand is fair with any increase in seasonable requirements expected to tone up the general situation. Following are the revised levels:

LINSEED OIL—

	Per Gallon Raw	Boiled
1 to 2 barrel lots	1 10	1 13
3 to 4 barrel lots	1 09	1 12
6 to 9 barrel lots	1 07	1 10

Less barrels, add 15 cents per gallon.

SPRING PAINT TRADE IN BETTER VOLUME

Toronto

In discussing the prevailing demand for paints and varnishes with a prominent local distributor, the opinion was expressed to Hardware and Metal, that there is nothing disappointing in the current demand for paint products generally. Another manufacturer stated that the volume of Spring trade is now coming along very nicely and the total amount of business is termed satisfactory. While purchases during February were intermittent and irregular, yet a hopeful outlook is adopted, even when admitting that the demand for some lines has, as yet, not been so active as had been looked for. However, this is attributed to the merchants natural cautiousness as regards future commitments, combined with a reluctance on the part of the consumer, which is now evaporating. It is admitted that dealers' stocks of paint were generally low, and while early purchases were of a moderate nature, repeat orders are expected to swe'l the total seasonal distribution. There is little doubt expressed that the vear 1922 will achieve the distinction of being the greatest period in the history of the paint and varnish industry, but it is naturally expected to require a real effort on the part of all those engaged therein. A great deal of interior painting and decorating is being contemplated this season, which combined with brisk activity in the building industry, is expected to register considerable proportions during the ensuing months.

MORE UNIFORM PRICE NOTED ON TURPENTINE

Toronto.

Turpentine prices remain unchanged this week, with the markets having been fairly steady at the prevailing levels. Minor fluctuations have marked the primary southern centres, where consuming requirements continue of a moderate character. Chief interest in the current markets is apparently centred upon the expected proportion of increased demand for turpentine which is looked for during the ensuing weeks. Speculative interests express the opinion that trade this year will represent a larger volume than was recorded a twelve-month ago. Buyers continue to purchase sparingly, however, and generally adhere to a conservative attitude regarding future commitments. Current business on the domestic markets is described as moderate, with supplies ample to take care of prevailing requirements. The variation recently recorded between local prices has now practically vanished, the quotation of $1.27 per Imperial gallon in barrel lots, being quite general. Following are the average price levels:

TURPENTINE—	Imp. gal.
1 barrel lots	1 27
2 to 4 barrel lots	1 26
5 gallon lots	1 42

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots—15 cents per gallon extra.

STEADY TONE REPORTED IN SHELLAC MARKETS

Toronto

A steady tone is found in the shellac markets, with prices generally unchanged at the quotations given below. The opinion was expressed by one distributor that in view of the higher prices obtainable for shellac gum, paint manufacturers would hardly be able to produce shellac at levels which could be appreciably lower than the prices at present prevailing. It is noted, however, that easier quotations have appeared in some quarters, but supplies are described as moderate, and primary markets are fairly firm.

SHELLAC	White	Orange
In bbls.	5 10	4 60
Gal. jugs	5 40	4 90

SEASONAL TRADE NOTED IN PUTTY MARKETS

Toronto.

With the approaching Spring season, the movement of putty is reported to be gradually increasing. While this is not the most active period for this product, consumption for the most part is depending upon the volume of new construction. However, an average season is generally looked for, as a fairly active building programme is outlined this year. Quotations remain unchanged with the undertone of the market fairly firm.

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk bbls	$ 4 45	$4 95	$5 25
100-lb. drums	5 45	5 95	6 20
25-lb. irons	5 70	6 20	6 45
Bladders in bbls.	6 70	7 20	7 45
Do., less quantities	6 95	7 45	7 70
1 lb. tins,	11 70	12 20	12 45

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices for similar quantities

ANOTHER REDUCTION IN PARIS GREEN QUOTATIONS

Toronto

A further recession of seven cents per lb. has been announced in prices on paris green for the current season. This reduction, added to the change recorded last week, totals a drop of fourteen cents in quotations on the various quantities from the levels of the previous year.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buy ers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List.
22 Short ..	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S Mush .	.....	.....	11 50
22 Long ..	....	.....	12 15
22 L. Mush.	.....	.....	16 00
23 L. R., do.	.....	.....	18 70
22 L. Rifle .	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long ...	33 00	.....	.....
32 Short ..	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W.	33 50	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter	.....	.....	65 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross . .	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special .	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. . .	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ...	133 00	.....	.....

Dominion Ammunition —Discount 55 per cent.
Crown Regal and Sovereign 50-2½%.
Imperial and Canuck 50-5%

AMERICAN AMMUNITION

Winchester and Savage advance on American list. Rim fire ball cartridges, plus 2½ per cent. Centre fire, blank and shot cartridges, plus 15 per cent.

Remington Union Metallic list plus 2½ per cent.

Shot, standard, 100 lbs., Tor- $14.25; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c.; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto. Hamilton. London, St. John, Halifax, freight equalized.

AXES

Boys' Axes, doz.	9 50	10 50
Hunters' axes, doz. .	8 00	9 50
Single bits, doz. ..	10 50	15 00
Double bit, doz.	16 50	17 00

On weights heavier than base add to list as follows:
Group 2...0 50 Group 3 ....1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6...2 50 Group 7 .. 3 50
Axes, bench, 60% off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BATTERIES, DRY CELL

Columbia Ignitor, 2½ x 6 in.
Less than 12, each..........$0 50
12 or less than 50, each..... 0 45
50 or less than 125, each.... 0 43
Bbl. lots of 125, each....... 0 39
"Reliable" Ignition, 2½x6 inch.
less than 12, each 0 50
12 or less than 50, each . 0 45
Box of 50, each 40½
Bbl. lots 125 each. each.. 37½
F.o.b., Toronto and Montreal.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 30 per cent.
Standard quality, 30|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
Canvas belting, 65% per cent. off.
F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16.. .	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List
Gilmore auger bits 25-2½%
Do special, ...40-5%
Do., car bits, ...12½-5%
Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 35%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22 doz.	$7 50	$11 00
1—18 x 24 doz.	9 00	11 50
2—18 x 29 doz.	11 00	13 50
3—20 x 30 doz.	13 00	17 00

BOARDS, IRONING Dozen

No. 1, Daisy $35 00
No. 10, Daisy 40 00
No. 33 ... ... 21 00
No. 35 ... . 38 00
No. 36 ... ... 43 00
Perfection 40 00

BOARDS—WASH.

Zinc and Glass Per Dozen
Baby Globe $2 45
Beaver (brass) 8 00
Competition Globe (metal) .. 5 90
Diamond King (glass) 8 00
Enamel Queen 9 00
Glass Globe 8 00
Improved Globe 5 25
Jubilee 5 80
Neptune 5 25
Waverley (zinc) 5 25
Newmarket King 5 80
Pony 2 45
Royal Globe (zinc) 5 25
Original Globe, solid back ... 5 95
Standard Globe 5 25
Supreme (zinc) 6 50
Western King (Enamel) 9 00

BOILERS (Range)

List adopted, January 28, 1922.
Discounts: Standard weight, 50%.
Extra heavy, 40 per cent.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia and smaller, 6 in. and shorter, 47½%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 40%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 40%.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 55%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 42½%.
Machine bolts, 7-16 inch dia. and larger, 42½%.
Sleigh shoe bolts, all sizes 30%.
Coach and lag screws, 55%.
Bolt ends, 42½%.
Square head blank bolts, 42½%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 10%.
Elevator bolts, large head, 30%.
Elevator bolts, corrugated heads 60%.
Fancy head bolts, 30%.
Shaft bolts ($3 list), 30%.
Step bolts, large head ($3 list), 30%.
Whiffletree bolts, 30%.
Tire bolts, 52½%.
Stove bolts, 72½%.
Nuts, 2 in. and smaller, square, Blank, off net list, $1.25.
Nuts, 2 in., and smaller, square, Tapped, off net list, $0.25.
Nuts, 2 in. and smaller, hexagon Blank, off net list, $0.75.
Nuts, 2 in., and smaller, hexagon—Tapped, off net list, $0.75.
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS Base

Do., Toronto 0 21
Sheets, base, Montreal 0 25
Rods, base ½ to 1 in., round,
Do., Montreal 0 23
Do., Toronto 0 19
Tubing, seamless, base, Montreal 0 32
Do., Toronto 0 23
F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings............$ 6 65
No. 5, standard............. 7 50
Little Beauty 9 40
Royal Blue 13 90

BUTTS Wrought Steel—

No. 840 ....Less 10%
No. 800 .... Net
No. 838 ... ...Less 10%
No. 808 .... add 10%
No. 804 ... ... Less 17½%
No. 802 ... ... .Net
No. 810 ....add 25%
No. 814 ... ... add 20%
F.O.B. Toronto, Montreal, London. Hamilton.

CANS

For discount on milk and cream cans, etc., see under WARES.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal
Per bag, f.o.b. cars 0 98
Per bag, delivered 1 05
Less car lots—
Per bag, f.o.b., yard 1 09
Per bag, delivered 1 19
Less 5 per cent.
Car load lots— Toronto.
Per barrel $3 70
Less car lots—
Per bbl., f.o.b. yard 4 30
Per bbl., delivered 4 50
Single bags, $1.15 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Each, No. 0, $1.50; No. 1, $1.75; No. 2, $2.15; No. 3, $2.90.
F.O.B. Montreal, Toronto
Model No. 5—$17.29, per doz. Model No. 6, $21.18 per doz. Model No. 7, $28.18 per doz. Home No. 55, $16.10 per doz. Home No. 65, $21.18 per doz. Home No. 75, $28.18 per doz. F.o.b. St. Mary's.

CHURNS (Barrel)

	Hand	Power
No. 0	9 75	.....
No. 1	10 05	13 05
No. 2	10 65	13 65
No. 3	11 40	14 40
No. 4	13 80	16 80
No. 5	14 55	18 10

Net list f.o.b. Montreal, Ottawa, Toronto, Hamilton, Fergus, London, St. Mary's, Kingston.

CLIPPERS, HORSE

New Market, $3.00 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM— Each

Big Ben 3 43
Good Morning 1 40
Lookout 1 90
Sleepmeter 2 10

CLOTHES BARS AND DRIERS

No. 2, $19.00 per doz.; No. 3, $14.40; No. 4, $11.00; No. 5, $16.00; No.6, $13.00.

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$13 50	$27 00
5 ft.	11 00	22 00
4 ft.	9 00	18 00

CLOTHES LINES (Galvanized)

No. 18, 100 ft., $5.65; 50 ft. $6.25;
No. 19, 100 ft., $4.70; 50 ft., $5.56.
F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS Doz. pr.

No. 3 . . . . 17 50
No. 3½ 19 75

COBBLER SETS

Common, per set $1 00

COIL CHAIN

	Fireweld Proof	B.B.B.
⅜ inch	13 20	15 40
7-16 inch	11 30	13 30
½ inch	10 20	12 40
9-16 inch	10 70	12 90
⅝ inch	10 30	12 55
¾ inch	9 95	12 20
⅞ inch	9 60	11 80
1 inch	9 25	11 45

	Electric Weld Proof	B.B.B.
3-16 in.	15 40	18 80
¼ in.	14 60	17 20
5-16 in.	12 15	15 20
⅜ in.	10 40	13 25
7-16 in.	9 95	12 80
½ inch	9 60	12 45
9-16 in.	10 70	12 90
⅝ inch	9 70	12 60
¾ in.	9 50	12 40

F.o.b. Montreal,
Cow ties, plus 25 per cent.
Trace chains, list, plus 25 per cent.
Halter and tie-out chains, net prices adopted January, 1922.
Stall fixtures, No. 1, or heavy, $2 per dozen; stamped, No. 3, or Dominion, $2 80 doz. net
F.o.b. Montreal, Toronto, Hamilton and London.

COMBS—CURRY— Doz.

No. 101, $1.40 per doz.; No. 111, $1.60; No. 121, $1.70; No. 127, $2.30.

COMBS—CATTLE—

No. 98, $2.00 per doz.; No. 100, $2.85.
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in. ...	0 30	0 27
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 28
Plain Tinned, 16 oz. and heavier, lb. .	0 39	0 35
Polished and tinned, 16 oz. and heavier, lb. ..	0 43	0 40
Tubing lb.	0 34	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb.. $2 pr.; 6-lb, $2.40 pr.; 8-lb.. $3.20 pr.

CORD (SASH)

No. 6, 53c per lb.; No. 7, 52c per lb.; Nos. 8, 9, 10, 12, 51c lb. F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs. — Montreal, $7.75; Toronto, $8.00; London, $7.75.

DAMPERS— Doz.
Cast, Champion, 5 inch ...$1 42
6 inch 1 57
7 inch 2 10

DOORS, SCREEN
Kasement, No. 2, oak stain, varnished, including hardware sets:—
2 ft. 6 in., doz. 39 60
2 ft. 8 in., doz. 40 20
2 ft. 10 in., doz. 40 80
3 ft. 7 in., doz. 41 40

DRILLS—
Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.
⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c;

DRILLS—Continued
19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3.50	½	13.00
3/16	4.00	9/16	15.50
7/32	4.50	5/8	18.00
¼	5.00	11/16	21.00
9/32	6.00	¾	24.00
5/16	7.00	⅞	30.00

Blacksmith's, ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH—
See prices under Sandpaper.

ENAMELWARE—
See pricse under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in., $14.75; 1 in., $18.00 doz.

FILES AND RASPS—
Discounts below apply to list of Nov. 1, 1899.
Great Western, American ... 50%
Kerney Foot Arcade ...... 60|5%
J. Barton Smith, Eagle ... 55%
P. H. and Imperial .... 60|5%
Globe .... 60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont. Per Cent.	Tor.
Cast iron fittings	30	30
Malleable bushings	32	32
Cast bushings	32	32
Unions	47	47
Flanged unions	30	30
Plugs, cast iron	30	30
Plugs, solid	27½	10
Plugs, countersunk	27½	net
Couplings, 4 in., and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
Montreal		
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
Toronto		
A	0 54	0 67
B	0 20	0 28
C	0 13	0 20

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

FLY TERROR, per doz......$4 75

FRAMES (Hack saw)
per doz.
Mechanics, polished nickle finish, ...7 90
Do., nickel finish 6 25
General purpose, do......... 5 00
Saw Handle, polished, deep frame 16 00
F.o.b., Prescott.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face $4 75
Two-inch and over 4 00
40 to 80 lb. weight.
Under 2-inch face 4 25
2 ins. and over 3.75
Bi-Treadle, each 9 75
3. $11.50; F.o.b. Toronto.
Cycle BB. 8 75

GRINDSTONE FIXTURES Doz.
No. 22, $8.67; 23, $9.37; 24½, $10;

HALTERS, ROPE.
Per gross.
Sisal, 7-16 in. $21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50

HAME FASTENERS— Per Doz.
Dodson $4 60
Kling 4.00

HAMMERS, NAIL— Doz.
No. 21 .... $12 00
No. 1 .... 15 40
Nos. 1½ and 61½ 15 20

HAMMERS, SLEDGE—
Can. 2-2½ lbs. cwt. $20 00
Do., 3-4½ lbs. 18 00
Do., 5 lbs. and over 12 50
Masons, 2-3½ lbs. 25 00
Do., 3-4½ lbs. 23 00
5 lbs. and over 18 00
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING—
No 38, No. 46, 5 lbs. and over 12 50

HAMMERS, MACHINISTS—
No. 30, 1-lb. 9 20
No. 30, 1¼-lb. 9 90

HANDLES, (WOOD).—
All hickory handles, list plus 10%; all oak, ash and maple handles, net list; hay fork, hoe, rake, shovel and manure fork, net list. Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.
List.
Atlas No. 0 .... 13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
[illegible]tional 12 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING—per doz.
No. 1 ... ... $9 75
No. 2 ... . 10 75

HATCHETS, LATH—
No. 3 . . .. 10 00
No. 4 . . .. 10 75

HATCHETS, BARRELLING—
Nos. 50 and 60 . ... 14 00

HATCHETS, CLAW—
No. 7 . . .. 11 00
No. 8 . . .. 11 50
F.o.b. Montreal, Toronto, Hamilton London.

HEATERS, ELECTRIC—
Glower Heater 10 00
Heatray Heater 12 00
Discounts 25%-33%, according to quantity.
Majestic, 1 burner 11 00
Do., 2 burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind Doz. sets.
Clark's No. 1 .... 2 22

HINGES, SPRING—
No. 200 and No. 20, per gr. 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$ 1 65	$1 40
5 inch	2 00	1 70
6 inch	2 20	1 95
8 inch	2 95	2 15
10 inch	5 20	3 60
12 inch	6 40	5 85
14 inch	7 50	6 85
Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1

Screw Hook and Strap Hinges—List price, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 30%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub, 3½ lb., per cwt. 6 75
Do., 3 lb., per cwt. 6 75

HOOKS, GRASS—

	Canadian	Fox
No. 2 pepr doz.	3 00	5 75
No. 3 per doz.	4 00	6 00
No. 4 per doz.	4 10	6 50
No. 5 per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES— Price per keg.

Patterns	Sizes made	No. 2 larger	No. 1 smaller
Light iron	0-7	6 90	7 15
Long heel light iron	3-7	6 90	....
Medium iron	1-8	6 90	7 15
Heavy iron	6-8	6 90	....
Snow	1-6	7 15	7 40
New-light "XL" steel	1-6	7 35	7 60
Featherweight "X-L" steel	0-4	8 75	all sizes
Special-countersunk	1-4	9 25	all sizes

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal, Belleville, Hamilton.

TOE CAULKS—
Nos. 0, 1, 2, and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN— Toronto
Corrugated, ½ in., 100 ft. 13 25
Do., ⅝ in., 100ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels, 500 ft.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS (SAD)
Potts, polished, per set $1 81
Potts, nickel plated, per set 1 87
Potts handles, japd., grs... 16 50
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heath's 4 00

LADDERS, ETC.
Step Ladders Per ft.
Standard $0 44
Household 0 33
Shelf Lock, 4 to 8 ft. only . 0 28
Faultless, 4 to 8 ft. only .. 0 44
Do., 10, 12 and 14 ft. 0 48
Single and Fruit Picking
10 ft. to 16 ft. 0 26
18 ft. to 20 ft. 0.27
F.o.b. Toronto, Hamilton, London.
Roped and Straight Extension Ladders
20 to 3 2ft. 0 30
36 to 40 ft. 0 33
44 feet, and over 0 36
Special quality, 20 to 40 ft. . 0.45
Three section extension 0.45
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain.$12 00
Do., Japanned 12 75
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .. .. 1 35 doz.
3 doz. cases .. .. 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold Blast genuine ruby 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 ... . 2 00
Do., No. 3 ... ... 2 50
Do., No. 4 ... ... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List each.
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, style A 19 75
Do., style B 21 75
Do., Electric 125 00
Playtime, engine drive ... 27 00
Ideal Power 30 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home, Water motor 28 00
Whirlpool, water power .. 32 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 116 50
Rotary water motor washer .29 00
Connor, ball-bearing, with rack 22 75
Perfection, engine drive .. 65 00
Do., electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $10 00
Pick, doz. 10 00
F.o.b. Montreal, Toronto, London **Hamilton**

MIXERS, BREAD—
Canuck—
No. 4 dozen $33 95
No. 8 dozen 44 90
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net.
Liquid Veneer $16 00
O-Cedar, large, with handle 16 00
Do., with handle, small... 10 00
S. W. Mops, complete 4 15
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 ... ... 2 50
Crank wringing 7 35
Smarts', ... 4 00
No. 11, Janitor 4 70
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet .... Net
Thousand Island .... Net
Red Wing .... Net
Blue Bird .... Net
List, Sept. 12, 1921.
Advance plain 8" list No. 57—40 per cent. Advance ball bearing list No. 57—40 per cent. Advance plain bearing, 10½" No. 57—40 per cent. Advance plain bearing 9" No. 57—40 per cent.
F.o.b. St. Mary's, Guelph, Toronto, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12 inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto, $3.65 base.

Owen Sound or Collingwood, $3.65 base.

F.o.b. Montreal, $3.75 base.

Freight equalized on above points.

Sydney and St. John, $3.90 base.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $3.65 base.

Sault Ste. Marie, Port Arthur, Fort William, $3.90 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nail, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

Miscellaneous wire nails, 72½% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

F.o.b. Montreal, Toronto, Hamilton and London, $4.35 base.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size C Brand
Capewell— Per 25-lb.box
No. 5 .... $6 75
No. 6 .... 6 50
No. 7 .... 6 25
No. 8 .... 6 00
No. 9 to 12............ 5 75
Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.
12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.
12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.
12 inch...$4 00 42 inch...$12 00
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch...20 00

¾ inch mesh and 20 ga. wire.
24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.
24 inch..$16 50 36 inch...$24 30
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod
1848 .... 0 67
2060 ... . 0 72
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 35
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM— per 100 lbs.
Special No. 1 ....$15 00
Plumbers' in 50 lb. bales.... 6 50
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 32½
Above prices net. Gallon.
Black oil (summer) 0.19.0
Black oil (winter) 0.20.5
Capital, cylinder 0.69.5
Mach. oil, reg. grades.... 0.39.0
Imperial gas engine oil... 0.59.0
Paraffine 0 20.0
List, less 15 per cent.
Imperial kerosene, tractor, heavy $1 10
Do., ex. heavy 1 20
List less 10 per cent.
Polarine, per gal, list 1.15
Polarine, medium, list . . . 1.15
Polarine, heavy, list 1.15
Polarine, ex-heavy, list 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil, A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl. net..........0.09.90
Do., tank wagons, net..0.08.90
Do., tank cars, net.. ...0.07.90
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.
Fine jute $0 17
Coarse jute 0 18
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1 Anch	1 15	1 15
Do., No. 2, Anch.	0 65	0 65
Do., No. 2 Elephant	0 65	0 65
Tarred Fibre, No. 1 Anchor	1 20	1 20
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 70	0 70
Empress dry sheathing		1 15
Stag Sheathing	0 70	0 70
Cyclone, dry	1 15	1 15
Do., tarred	1 20	1 20
Joliette Sheathing	0 65	0 65
Do., tarred	0 85	0 85
Monarch sheathing, white		5 50
Do., gray		4 50
Straw sheathing, heavy dry		3 15
Red Star heavy tarred straw		3 40
Imp. White sheathing		5 50
Imp. Gray sheathing		4 50
Scythe rand dry straw		3 15
Spruce Sheathing, 36" and 72" wide		6 00
Asbestos Sheathing		8 00
Carpet felt		3 90
Tarred felt, 7, 10 and 16 oz.		3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE—Stick Fast
In barrels, 250 lbs., lb. 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19

PASTE—Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz.	$7 25	$7 80
6 to 7 lbs., doz.	8 00	8 50
Rock—		
7 to 8 lbs., doz.	8 75	9 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES— Per Case
5 gross, 4-in. (loose) $1 95
4 gross (cartons), 4 in. 2 00
Spring, 2 grs. box 1 50
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22 ,1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 78
4½ in.	56 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain List
2 in., in 10-ft. lengths, list.$18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list.29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 70 and 10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 40%
4 in. 40/10%
5, 6 in. 40%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in...........50/10%
8 in. .... net

PIPE (STOVE)

See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $18 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt. 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box . .$17 50
20x28xIC,112s, box 18 00
20x28 IX, 112s, box 20 00
20x28 IXX, 56s, box 11 25
20x28 IXXX, 56s, box 12 00

PLATES, CHARCOAL, TIN
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can (Imp.).. .... 12 00
½-gal. cans (Imp.) 20 00
1-gal. cans (Imp.) 28 00

Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS—

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

MXL pumps, Nov. 1st net list.
F.o.b. St. Mary's, Montreal, Toronto, Hamilton, London.

PUMPS, REDWING
No. 0.....$6 85 No. 4....$12 75
No. 1..... 7 50 No. 5.... 15 25
No. 2..... 8 75 No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 35% from standard list.
(Special discount for large sizes.)

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 52½%; iron burrs, 52½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

Toronto
Samson, 1 ply, roll ......$ 2 65
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 80

	Mont.	Toronto
Ready, 2 ply roll	$1 85	$1 85
Ready, 3 ply roll	2 20	2 20
Everlastic, 1 ply	1 70	1 70
Everlastic, 2 ply	2 05	2 05
Everlastic, 3 ply	2 40	2 40
Panamoid, 1 ply	1 50	1 50
Panamoid, 2 ply	1 85	1 85
Panamoid, 3 ply	2 20	2 20

Everlastic Multi-Shingles (4 Shingles in One), sq. . 6 00
Everlastic (red or green) mineral surface, sq. 36" wide, . 2 85
Do., 18" wide 3 30
F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls...	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	25

Reed's Plastic Asphalt Cement per lb.
400 lb. bbls. 0 04
125 lb. drums 0 05
Above prices net per doz.
10 lb. cans 12 00
5 lb. cans 6 60
1 lb. cans 2 50
Less 25 per cent.

ROPE
Pure Manila basis 0 23
Beaver Manila basis 0 20
New Zealand hemp basis .. 0 20
Double lathe yarn 0 18½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis 0 18
Double lath yarn 0 18½
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, ¾ in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 43
Hemp, tarred bolt rope basis 45
Marline and Houseline 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application
Cotton, ⅛ in. 0 43
Do., 5-32 in. 0 42
Do., 3-16 in. 0 39
Do., ¼ in. and up .. 0 39 0 38
F.o.b. Toronto, Montreal, London Welland, Hamilton.

SAND PAPER
B and A sandpaper, list less 10%
Star sandpaper, list less 10%
B and A Emery cloth, list plus 20%

SCALES

Champion List Net
4 lb., $6.60; 10 lb., $8.65; 240 lb., $12.65; 600 lbs., $35.80; 1200 lbs., $43.00; 2000 lbs., $57.10; 2000 lbs., drop lever, $64.75.
Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908
Wood, F. H., bright........85 %
Wood, R.H., bright 82½%
Wood, O.H., bright 82½%
Wood, F. H., brass ....80 %
Wood, R.H., brass 77½%
Wood, O.H., brass 77½%
Wood, F.H., bronze ....75 %
Wood, O.H., bronze 72½%
Wood, R.H., do. 72½%
Square cap ....50 %
Hexagon cap ....50 %
Set Screws .. ..55 %

SCREWS No. 14 IRON BENCH
1 in. $11 25
1⅛ in. 13 50
1¼ in. 15 65

SCYTHES

Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.

00 Patent, $17.50; 1 loop, $16.80; 2 loops, $15.80; 3 loops, $14.70; Bush, $18.20.

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Pol. Cast, No. 7, $0.90; No. 8, $0.95, No. 9, $1.05.
Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP

Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP

Eureka, per M. $15.00

STANDS, WASHTUB

Dowswell, doz. 44 10

STAPLES (Fence) Per 100 lb. kegs

Bright 4 15
Galvanized 5 15

STOVES

Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 3 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.

Oil Burning Heaters List

Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

SWEEPERS, VACUUM (Bissell's) Doz.

Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TOY (Bissell's)

Little Daisy, $3.00; Little Queen, $4.50; Little Jewel, $17.00.

TACKS Discount

Wire Tacks, 65-25 per cent.
Revised hardware tack list adopted January, 1922, 65-25%.
Double-pointed tacks, 65-25%.
Shoe Findings—List adopted February 8, 1922.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 30
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford,

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and Guelph, freight may be equalized thereon. On shipments less than 5 dozen F.o.b. factory only.

No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount off No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE

Hercules, doz. $8 60

STRETCHERS, CURTAIN—

Star, No. 1. ... . $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco ball bearings .....$ 60 00
Galv. Coal Hods, list, plus 33 1-3%.
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00

Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)

O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 ....
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, $26.40 per doz.; No. 1, $23.10; No. 2, $20.90; No. 3, $17.60.
F.O.B. Newmarket.

TWINE, BINDER per ft.

500 feet 0 11½
550 feet 0 12½
600 feet 0 13½
650 feet 0 14
Freight prepaid to nearest st. on in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb

TWINE (COTTON)

5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS

Compression work—Standard..45%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 35%
Flatway stop and waste cocks, Standard 54%
Brass steam cocks, stand ... 43%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 25%
Gate or Straightway 25-10%
Jenkins gate valve 25-10%
Jenkins Globe 19-10%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves 25-10%
Emco Globe and Check, standard 25%
F.O.B. Toronto.

Penberthy Brass Valves

Gate Valves 33%
Regrinding Valves 20-10%
Swing Check Valves 10%
Compodisk Valves 20-10%

VALVES, FOOT

1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.

Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans l,ist, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Paper Lined Boards. 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, net list.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

WASHERS, WROUGHT—

Round, plain. Sizes given are sizes of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in.,$18.00; 1 1/16 in., 1 1/8 in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points; Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs. ..	$2.75	3.25	$3.25
Section, ½ lb. per 100 lbs. . .	2.85	3.75	3.50
Solid, 3 to 30 lbs., per 100 lbs. ...	2.50	2.50	2.65

WHEELBARROWS

Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz.......... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes lighter than No. 9.

No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.60.
Annealed base, $3.60.
Galvanized base, $3.90.
Barbed Wire, $4.30.
Coiled Spring Wire, 9 gauge, Toronto, $3.95; Montreal, $3.95.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c

Stovepipe Wire.

No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON each

6 in., $2.00 each; 8 in., $2.25; 10 in., $2.50; 14 in., $3.50; 18 in., $5.00; 24 in., $7.25; 36 in., $13.50.
Discount, 55% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT

4 and 6 in., $8.00; 8 in., $10.00; 10 in., $12.50 per doz.

WRINGERS, CLOTHES

Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Ese 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 10 0lbs. F. o. b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ochre, 100-lb. kegs .. -05
White ochre, 100-lb. keg.. ...-06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING—
Ad-el-ite, white, gal..... $4 00
Ad-el-ite, tints, gal..... 3 75

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 27
Indian red	0 40
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 95
Siennas	0 37
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 11
Signwriters' black, pure ..	0 50
Lampblack	0 50
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall Muronic .....$ 7 43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro, ... 7 00
Sunshine, white 6 00
Kvanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Luxeberry, ... 6 75
Agate, ... 4 45
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot 50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

Brantford All Around list prices.
Case No. 7, 50 1-lb. pkgs. 20 00
Case No. 8, 100 ½-lb. pkg. 23 00
Case No. 9, 200 ¼ lb. pkgs 29 00

GLASS.—Window

Case lots	Single 16 oz.	Double 24 oz.
Up to 25 ins.	6 00	9 80
26 to 40 ins.	7 45	12 20
41 to 50 ins.	8 10	13 30
51 to 60 ins.	8 45	13 80
61 to 70 ins.	8 80	14 40
71 to 80 ins.	9 30	15 15
81 to 85 ins.	10 85	17 65
86 to 90 ins.	11 40	18 50
91 to 95 ins.		20 65
96 to 100 ins.		22 35

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 7c per ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ...	12 75	13 20
I.V. Perfection 12 75		13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W.. Dec., pure ..	12 75	13 20
Red Seal	12 75	13 20
Maple Leaf, pure.		13 20
Elephant Genuine ..	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks . . .$ 9 75
Genuine, 100 lb. casks 10 75
Less quantity 11 75
No. 1, in casks ... . 7 00 to 8 75
Do., in kegs ... ...8 00 to 9 75
F.o.b. Montreal.

LINSEED OIL—see weekly report.

LITHARGE
Casks per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... . . Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15		$8 25
200-lbs., half bbls. ...	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs..	8 80	9 90

F. O. B. Toronto

OILS— Fly Creonoid
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 70
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Dougall Re. Newitt, white.. 3 75
Do., colors 3 60
Re. Newitt, porch and floor 3 55
Do., flat wall finish 3 35
Moore's House colors, white.. 3.75
Do., House Colors 3 50
Do., Preservo Paint, white 2 70
Do., colors 2 55
Do., floor paint 3 45
Do., Sani-flat 3 45
Moore's Paint and Deck Paint 3 50
I.V. Elastica, white 3 55
I.V. Elastica, colors 3 30
I.V. Flatine, int. wall, white 3 45
I.V. Flatine, int. wall colors 3 35
Lowe Bros., H. S. White.....3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's Dulltone, white .. 3 45
Ramsay's Dull tons, colors .. 3 35
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors 3 35
Martin-Senour, floor paint .. 3 55
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 55
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white ... 3 40
Pearcy's Prepared, floor 3 00
A. &E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Barrels, per gal. ...	0 80	0 85
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal. .	0 95	0 95
1s, per case, doz. ..	12 00	12 00

Everjet Black Enamel—

Crates 2 doz., 8 oz..	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s, gal.		0 70
1s (case 12 gals.)...	8 50	9 50

H., T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half-barrels 0 50
5s and 10s 0 60
F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb. 0 38
1-lb. paper cartons, per lb. 0 36
½-lb. tins, per lb. 0 40
1-lb. tins, per lb. 0 38
25-lb. tins, per lb. 0 34
50 and 100-lb. drums, per lb. 0 32
250-lb. kegs, per lb..... 0 29½
600-lb. barrels, per lb.... 0 29

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax. Yarmouth and P.E.I. paints ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

G., medium grade . .	3 00	3 50
Water white	4 75	5 25

SHELLAC

Per Gal.	Pure White	Pure. Orange.
F.o.b.	Toronto. London.	Montreal
In bbls	5 10	4 60
Gal. Jugs	5 40	4 90

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams .	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosote	1 40	1 60
Soligum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle	1 20	1 40
Canada Paint, ...	1 75	2 00
O.P.W. Creolin ..	1 30	1 50

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
L. B. High Standard..... 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 00
Cumoff 3 00
Dougall Lingerwett 3 00
Fakoff 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C. P. C. Sun Varnish 3 90
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C. P. C. Sun Waterproof Floor 4 00
I.V. Elastica, No. 1 ..... 4 80
Do., No. 2 ..... 4 45
Do., Floor 4 00
Jasperite Interior and exterior 6 75
Jasperite Indestructo, floor 3 75
Jasperite Pale Hard Oil .. 2 75
P. & L., No. 61..... 5 04
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 75
Kyanize Spar 5 15
Kyanize Cabinet Rubbing .. 4 85
Kyanize Interior and Floor . 4 85
Luxeberry Light 4 75
Luxeberry, granite 4 50
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 80
Ramsay's 400 Hard Oil 3 25
Ramsay's No. 720..... 3 00
"C.D. Big 4" Exterior 5 00
Do., Do., Interior 4 50
"C.D. Big 4" Floor ..... .
C. D. General purpose 4 18
C. D. Furniture 2 25
Dougall Univarnish, clear .. 4 40
Dougall Transparent, spar .. 4 90
Dougall Transparent, floor .. 4 40
Do., Nogloss, interior 4 40
Do., Interior, ... 4 40
Copalite ..... .
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. 0 08
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls 0 10½

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Frescota	$8 50	$9 50
Decotint	$7 50	$8 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white ..	8 75	
Do., colors		9 90
Alabastine 300 lb. bbls	7 00	7 50
Hygienis Kalsomine. per 100 lb.		
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts. ..	10 00	11 25

WASTE
Cream, polishing, 18c.
White, XXX, 18c; XX, 16c; X, 15c, XC, 14c; XXX, ex., 16c; XX, grand, 15c; XLCR, 14c; X, empire, 13c; X press, 11½.
Colored—No. 1, 13c; No. 17, 12c; No. 1A, 11c; No. 1B, 10c; Fancy, 13½c; Lion, 12c; Standard 10½c; Popular, 9c; Keen, 7½c.
Above lines subject to trade discount for quantity.

WAX
B.-H. Wax 30 45
Berry Bros. 0 50
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Lion Brand 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 48
Solpar ... ...
Crown Diamond 0 38
Hillcrest 0 45
Plymouth Rock 0 45
Champion 0 50
Ad-el-ite paste 0 45
C. P. Wax 0 60
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted in bbls. 3 25
WOOD ALCOHOL ... ...Per gal
In five gallons $1 25
Methylated Spirits 1 75

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.00; ball, $16.70.

AMMUNITION, DOMINION

	Black List.	Lesmok List.	Smokeless List.
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	....	.....	11 50
22 Long	....	....	12 15
22 L. Mush.	.....	.....	16 00
22 L. D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	...	.....	125 50
30/30	...	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	....	.....	121 50
32 Special	....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
44/55	.....	.....	152 50
45/70-405	133 00	.....	......

Jobbers' Discount on **Winchester** and Savage Ammunition, 40%; U. M. C. 40% off Dominion list.
Dominion Ammunition—Discount 42 and 20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip **Horn, 27c a lb.**
Norris, 60 lbs. and over, 16c.

AUGER BITS

Stndrd List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	16 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00

Discount from standard list prices.
Irwin ....15% on list.
Common ......30% off list.

AXES

Single Bit	$15 50	$19 00
Double Bit		24 00
Broad Axes		60 00

AXES, BENCH

Single Bit	10 80	13 00
Double Bit		17 00
Broad Axes		56 00
No. 5		27 70
No. 6		30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5 00 base. Rounds over 2¾ in. to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $9 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15-10-10-10% off list.
Standard, 15-10-10% off list.
Extra, 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft. $42 00

BOILERS, RANGE
30-gal., each $10 00

BOLTS

Carriage, 3-8 in. aud smaller, up to 6 in., 37½%; over 6 in., 30%; 7-16 in. and larger, 30%; machine, 3-8 in. and under, up to 4 in., 47½%; over 4 in., 32½%; 7-16 and over, 32½%; machine set screws, 25%; plough bolts, 20%; stove bolts, 70%; shaft bolts, 15%; tire bolts, 42½%; sleigh shoe bolts, 15 per cent.

BORAX, Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought steel—

No. 800	net prices
No. 804	net prices
No. 833	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld. 3-16 in., $18.18; ¼ in., $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B. B. Short Link—⅜ in., $16.98; 7-16 in., $14.82; ½ in., $13.56; 9-16 in., $13.92; ⅝ in., $13.80; ¾ in., $13.56; ⅞ in., $13.14; 1 in., $12.72.
Logging—¼ in., $19.06; 5-16 in., $16.54; 3-8 in., $14.54; 7-16 in., $14.12; ½ in., $13 45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $1.55; No. 1, $1.85; No. 2 $2.25; No. 3, $3.00.

CHURNS

Power—No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.
Hand—No. 0, $7.50; No. 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—ALARM—

Big Ben	3 50
Baby Ben	3 50
America	1 40
Sleepmeter	2 10

CLOTHES LINE WIRE Doz.

50 foot, 19 gr.	3 70
100 foot, 19 gr.	6 50
150 foot, 19 gr.	9 60

COPPER

Sheets planished, 56c per lb. Tinned, 50c.

CORD, SASH

Coils or Hanks.
8, 9, 10 per lb. 0 56

DRILLS

See Eastern List.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	65%
Class B and C, off new list	70%
Bushings	30%

Unions "Dart"—
¼ to 2 -in., 25% and 10% off.
+, 2½, 3*, 4", 5 and 20% off.
Nipples, 4 in., and under 40 & 10%

FRY PANS Each

Cast Iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$7 50	.....
26 to 40 in.	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in.	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN

Cold Blast	1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No 3	1 90

GRINDSTONES

Price of "single"
Per 100 lbs., ... 3 75
Mounted on steel frames .. 7 75 to $10 25.

HARVEST TOOLS, 60 per cent.

HAMMERS—Adze-Eye, Plain

No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Ball Face	Doz.
No. 61, 1¼ lbs.	19 05
No. 61½, 1 lb.	18 95
No. 62, 13 oz.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

No. 1	13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lbs. and over, $22.50 per cwt.

HAMMERS, STRIKING

Double face, No. 38, 5 lbs., $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in.,$2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $9.85; hand rilled, No. 0 to 1, weight, $13.30.

HOSE, GARDEN

½ in. x 3 ply	9.50
⅝ in. x 3 ply	11.00
¾ in. x 3 ply	13.00

IRON GALVANIZED

Premier: Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 05
Mrs. Potts' No. 50, set 2 15
Mrs. Potts' common sad iron handles, $1.45 dozen. Mrs. Potts' improved, $2.15 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c.; 36 to 40, 32¾c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2 Coppered	16.25
No. 2 Plain	**12 75**
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$1 85
103	2 00
104	2 30
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06 1 per 100 lbs.

LEAD WASTE, $12.96 1 per 100 lbs.

WHITE LEAD

Decorators' pure, 25 lb. drums. $14.35 per 100 lbs.

LINSEED OIL

Raw,	1 20
Boiled,	1 23
	Per ga..

MACHINES—WASHING

	Each
Dowswell	$9.55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1.	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in	14 in.	16 in.
Woodyatt	.....	$10 50	$11 00
Empress	.....	12 50	13 25
Daisy	.....	7 75	8 00
Star	.....	7 40	7 35
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William, $4.20 base; Winnipeg, $4.80. Cut f.o.b. Winnipeg, $6.50.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.00; tapped, $2.50 advance on list; Hexagon, small lots, blank, $2.25; tapped, $2.75 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 35½
White Rose gasoline	0 38½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor .	1 10
Capital cylinder	0 82½
Castor machine	0 50½
Imperial gas engine	0 70½
Discount 10%.	
Polafine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 70½
Gargoyle Mobile B	1 80½
Gargoyle Mobile BB	1 80½
Gargoyle Mobile E and Arctic	1 55½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam Cylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine ...	0 52
Melrose Harvester machine..	0 70

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 15
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 30
Sunrise	0 75
Anchor, tarred	1 20
O.K. tarred	1 20
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $8.50; 6-7 lbs., $9.25 doz.; 7-8 lbs., $10.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 52	7 04
⅜ in.	4 67	7 19
½ in.	5 95	7 89
¾ in.	7 20	9 41
1 in.	10 04	13 50
1¼ in.	13 60	18 29
1½ in.	16 26	21 87
2 in.	21 88	29 43
2½ in.	34 61	46 54
3 in.	45 26	60 86
3½ in.	58 88	77 65
4 in.	69 75	92 00
4½ in.	81 22	105 60
5 in.	94 73	123 15
6 in.	122 86	159 70

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 00	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

PUTTY

100-lb. irons $5 00
25-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c; ⅜ in., 23c; 7-16 in., ½-in., 9-16 in., 22½c; ⅝ in., 22c; ¾ in., and larger, 21½c.

Sisal—¼ in., 5-16 in., 21½c; ⅜ in., 21c; 7-16 in., ½ in., 9-16 in., 20½c; ⅞ in., 20c; ¾ in. and larger, 19½c.

Lath yarn, 19½c.

Cotton Rope—3-16 in., 48; ¼ in. and up, 46c.

SANDPAPER

B & A

	Quire	Ream
00, 0	0 37½	7 12
½	0 40	7 55
1	0 45	8 45
1½	0 52½	9 98
2	0 61	11 55
2½	0 70	13 25
3	0 80	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 80%; flat head, 82½%; oval head, 80%; round head, brass, 72½ 5%; flat head, brass, 77½%; coach, 45 per cent.

Set screws, 45 per cent. Cap screws, 40 per cent.

SCYTHES— Doz.

Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H.. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 80
22-24 gauge	6 85
26 gauge	6 40
28 gauge	6 65

STANDS Each

Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled $109 00
Household, japanned 97 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen ... 3 00
Little Queen, per doz. 4 50
Little Jewel 17 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $4.45, Fort William; $5.05, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0........	$2 40	$....	$....
No. 1........	2 85	5 20	8 85
No. 1½......	4 85	7 85	5 70
No. 2........	6 00	11 00	9 00
No. 3........	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

$1.55 per gallon.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Cotton, 4-ply, cones 0 48
Cotton, 4-ply balls 0 32

VARNISHES—

Stephens' Luminette, gal. ... 3 75
Stephens' Exalite, gal. 4 25
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—

Scotch Grey Granitewear
Colonial Imperial Pearl, 30 and 2½% off.
Premier Canada Diamond, 10% off.
Whitewear, 50% off.
Japanned Ware, list, plus 15%.
Japanned Ware, white, list plus 25%.
Japanned Sprinklers, list plus 35%.
Stamped Ware, plain, 40 and 15% discount.
Stamped Ware, retinned, 40 and 7½% off.
Pieced Tinware, ordinary, list plus 37½%.
Pieced Tinware, copper bottoms, list plus 45%.
Sheetiron Ware, list plus 25%.
Light Galvanized Pails, plus 15%.
Tubs—
Light, plus 15%.
Heavy, plus 15%.
Pails and Tubs, plus 15%.
Jap. Coal Hods, list plus 50%.
Galvanized Coal Hods, list plus 50%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE—

Cream, polishing	0 29
WHITE	
XXX Extra	0 18½
XX Grand	0 17½
XLCR	0 16½
X Empire	0 15
X Press	0 14½
COLORED	
Fancy	0 15½
Lion	0 14
Standard	0 12½
Popular J	0 11
Keen	0 09½

WEIGHTS, SASH Per 100 lbs.

Sectional $7 50
Solid 7 00

WELL WHEELS Doz.

Cast, covered, 8 in....... $11 60
Cast, plain, 10 in. 15 60
12 in. 18 85
14 in 24 00

WHEELBARROWS Each

U. S. .... $ 6 00
General purpose 7 90
Stone 13 75
Navvy, doz. 106 00

WIRE—BARB—

Lyman, 4 -point, $4.15, Winnipeg; Glidden Cattle, 2-pt., $4.00, Winnipeg; Baker, 2-pt., $3.90, Winnipeg; plain twist, cwt., Winnipeg, $7.00, 100 lbs.; galvanized, Winnipeg. No. 9, $4.75. No. 12. $4.95; coil spring, plain, Winnipeg. No. 9, $4.70. No. 12, $4.90.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $6.50 Winnipeg, $5.95; Ft. William.

Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9, $5.00; No. 10, $5.06; No. 12, $5.20; No. 14, $5.40; No. 15, $5.55; No. 16, $5.70 per 100 lbs.

WRENCHES — NUT

Agricultural

6 in., $5.00; 8 in., $6.00; 10 in., $7.00; 12 in., $9.00; 15 in., $12.00.

Perfect Handle

6 in., $15.00; 8 in., $17.50; 10 in., ... 12 in., ... 15 in., ... 18 in., ...

WRENCHES—PIPE

Trimo—45 per cent. off list.
Stillson—30% off list.

Always Ready	—Dozen— Black.	N. P.
No. 1	$4 60	$5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.

Regent $69 00
New Era 76 50
Universal ... ... - .. 49 50

JAMIESON'S

PAINTS VARNISHES COLORS

Are You Ready for Spring and Paint-Up Time?

WHEN your shelves are stocked with JAMIESON'S PRODUCTS, you are ready for the demand that Spring and clean-up time always create, and further, you are prepared to meet your customers' every need with PAINTS and VARNISHES, that have stood the test of time, backed by a guarantee of sixty-four years of successful manufacturing.

JAMIESON'S PRODUCTS are a complete line of PAINT and VARNISHES, manufactured from absolutely pure ingredients under the supervision of skilled experts.

JAMIESON'S PRODUCTS are a most reliable and satisfactory line to handle. You will find that once your customers have used them repeat orders follow invariably.

We solicit your enquiries

"Save the surface and you save all" *Paint & Varnish*

A Beautifying Protector for everything under the sun

MANUFACTURED BY

R. C. JAMIESON & CO., LIMITED

Owning and Operating P. D. DODS & CO., LIMITED

CALGARY MONTREAL VANCOUVER

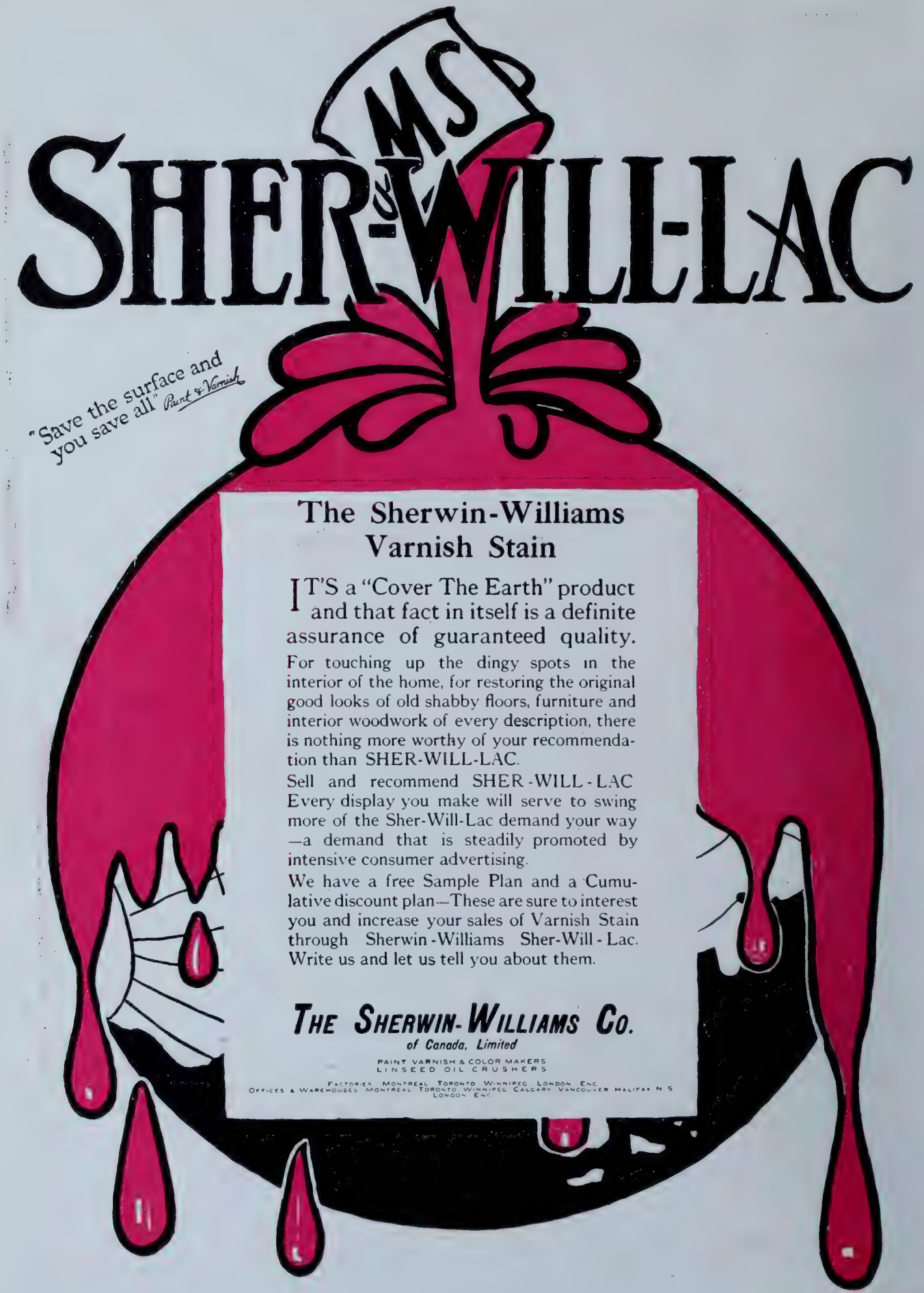
PRODUCTS

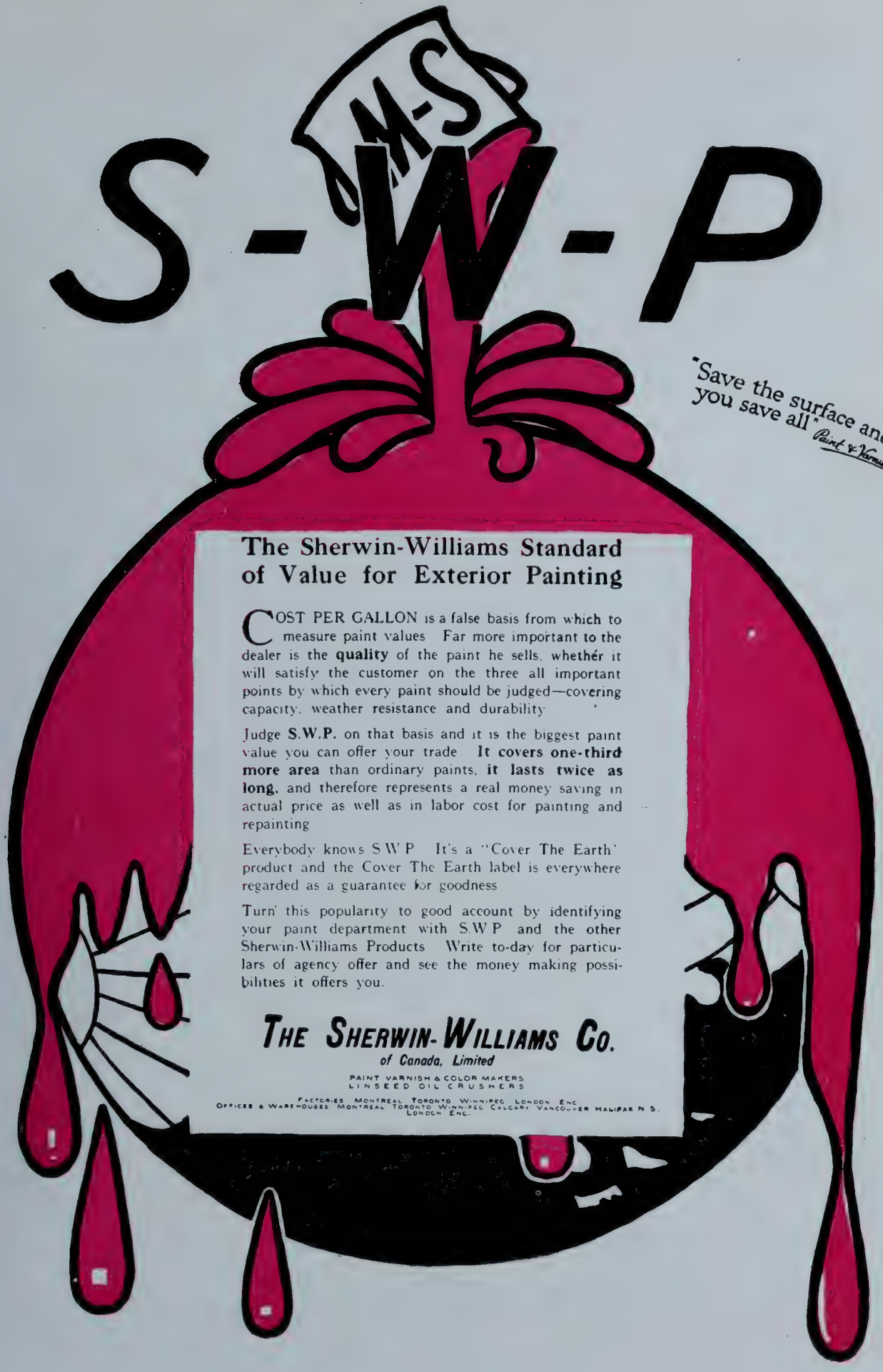
CANADA'S
FAVORITES
CANADA
CANADA'S
FAVORITE

THE CANADA PAINT CO.

LIMITED

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER


SHER-WILL-LAC
"Save the surface and you save all" Paint & Varnish
The Sherwin-Williams Varnish Stain
IT'S a "Cover The Earth" product and that fact in itself is a definite assurance of guaranteed quality.
For touching up the dingy spots in the interior of the home, for restoring the original good looks of old shabby floors, furniture and interior woodwork of every description, there is nothing more worthy of your recommendation than SHER-WILL-LAC.
Sell and recommend SHER-WILL-LAC Every display you make will serve to swing more of the Sher-Will-Lac demand your way —a demand that is steadily promoted by intensive consumer advertising.
We have a free Sample Plan and a Cumulative discount plan—These are sure to interest you and increase your sales of Varnish Stain through Sherwin-Williams Sher-Will-Lac. Write us and let us tell you about them.
THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES MONTREAL TORONTO WINNIPEG LONDON ENG.
OFFICES & WAREHOUSES MONTREAL TORONTO WINNIPEG CALGARY VANCOUVER HALIFAX N S
LONDON ENG.



The Sherwin-Williams Standard of Value for Exterior Painting

COST PER GALLON is a false basis from which to measure paint values Far more important to the dealer is the **quality** of the paint he sells, whether it will satisfy the customer on the three all important points by which every paint should be judged—covering capacity, weather resistance and durability

Judge **S.W.P.** on that basis and it is the biggest paint value you can offer your trade **It covers one-third more area** than ordinary paints, **it lasts twice as long**, and therefore represents a real money saving in actual price as well as in labor cost for painting and repainting

Everybody knows S W P It's a "Cover The Earth" product and the Cover The Earth label is everywhere regarded as a guarantee for goodness

Turn this popularity to good account by identifying your paint department with S.W P and the other Sherwin-Williams Products Write to-day for particulars of agency offer and see the money making possibilities it offers you.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES MONTREAL TORONTO WINNIPEG LONDON, ENG.
OFFICES & WAREHOUSES MONTREAL TORONTO WINNIPEG CALGARY VANCOUVER HALIFAX N S. LONDON, ENG.

RAM

"The Right Paint

THE COMPLETE

Right, because it's properly manufactured all the way through. The materials for the Agate family are selected with greatest care. The finishes shown are in demand by every householder, not only for new work but for refinishing floors, woodwork, radiators, furniture and for other purposes too numerous to mention. Make the famous Agate family work for you.

"Save the surface and you save all" Paint & Varnish

A. Ramsay &

The All Canadian Manufacturers of

Montreal Toronto

Distributors : EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton, Alta.

SAY'S

To Paint Right"

AGATE FAMILY

This year, more than ever, is a time to display your stock of Ramsay's products. It is going to be a building year and merchants all over Canada are planning for it. The men who are ready will get the business. Ramsay's products make good, pulling displays — exhibit your stock prominently and cash in on larger sales.

Son Company

Paints and Varnishes since 1842.

"Save the surface and you save all" *Paint & Varnish*

Winnipeg Vancouver

CALGARY DISTRICT—The McDonald-Baker Co., 818 8th Ave., Calgary, Alta.

NOVA SCOTIA—James Simmonds, Limited, Halifax, N. S.

MARTIN

"Save the surface and you save all" *Paint & Varnish*

100% PURE

MADE IN CANADA—SOLD ON MERIT

SENOUR

PAINT AND VARNISHES

Quality
The Best Salesman

And then—Co-Operation.

You get them both, in unstinted measure, when you handle Martin-Senour 100% Pure Paint and Varnishes.

100% Pure—as perfect a product as human skill and science can produce.

Martin-Senour sales-creating publicity is the most extensive ever offered by any paint company in Canada. Advertisements in newspapers, magazines, farm and religious journals—Poster Showings throughout Canada—Painted Bulletins—Mailing Campaigns, together with many other business producing display features, such as Window Trims, Counter Displays, Lithographed Show Cards, Booklets, etc. All these co-operative selling helps are behind every Martin-Senour dealer-agent and go far towards securing for him the lion's share of the paint and varnish business in his locality.

Would you like to have particulars of this proposition for consideration? If your paint sales are handicapped through lack of Quality or Co-operation write to-day for detailed information.

MADE IN CANADA—SOLD ON MERIT

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

FLINT EASIFLOW VARNISH STAIN

Every Merchant wants a leader—here is one

The turn of merchandising events occasionally brings a profitable sales opportunity.

Many Jobbers and Retail Merchants have investigated the Flint Easiflow Varnish Stain Proposition, have seen in it an opportunity for large and profitable sales and have placed their orders for immediate delivery. In justice to yourself, Mr. Hardware Merchant, it will be well for you, too, to investigate.

Our proposition includes Color Cards in which the five stains are shown on actual wood chips and also a very handsome Slat Rack which will be a rare addition to your store.

Easiflow is a genuine high grade product at a low price and is rapidly getting onto the shelves of the hardware stores. Now is the time for you to write us for full information.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE

FLINT PAINTS STAINS

1729 1922

BRANDRAM'S *Genuine* B.B. WHITE LEAD

In the organic world an evolutionary process is said to be at work, ever developing the good and eliminating the unfit. Time is the great arbiter, the acid test, that infallibly detects the false, leaving the genuine untouched.

Nearly two hundred years ago a White Lead corrosion process was discovered by one of the founders of the House of BRANDRAM. This has been used continuously ever since for the manufacture of a product of superb value, and to-day BRANDRAM'S GENUINE B. B. WHITE LEAD is being made on the original formula, the washing, pressing and grinding processes among others being facilitated, however, by the aid of modern mechanical methods.

In a very few generations the unworthy goes to the wall, but during ten generations BRANDRAM'S GENUINE B. B. WHITE LEAD has earned and still maintains a world wide reputation for its possession of the essential properties of White Lead in oil—excelling as it does in spreading and covering qualities and in durability.

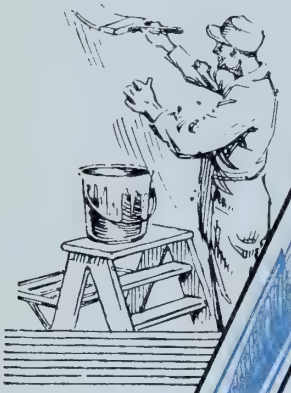
Tested by Science's latest method, the Pfund Cryptometer, an instrument of mathematical precision—BRANDRAM'S GENUINE B. B. WHITE LEAD is proved to have greater hiding power than any other Brand on the market.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings



Deco-Tint Products

DECOTINT—A sanitary cold water paint for walls and ceilings.

HAT-BRITE—Straw Hat Enamel.

POLISH-OL—Auto and furniture polish.

METAL-BRITE—A metal polish for all metal surfaces.

DECO-WAX—A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

H+W

Twenty-Two Beautiful Tints for Your Customers to Choose from

DECOTINT solves the old, old riddle of how to secure permanently beautiful interior walls and ceilings at little cost.

Decotint—so inexpensive, so artistic, so sanitary—in a range of twenty-two beautiful tints from among which it will be so easy for your customers to select the color combination they most desire.

Decotint is put up in handy-sized packages and is ready for use with the mere addition of cold water. It is very easy to apply and is extremely durable, retaining its original brightness and beauty indefinitely. Unlike cheap kalsomine paint it will not chalk or rub off on the clothing.

Order a supply now and let your customers know you handle this and the other Deco-Tint Blue Labeled products listed here.

THE DECO-TINT COMPANY
897 Centre Street
MONTREAL

SERVICE

CONFIDENCE

FAIR DEALING

CONSTANCY

"A 'High Standard' Proposition
Offered on its Merits"—No more no less.

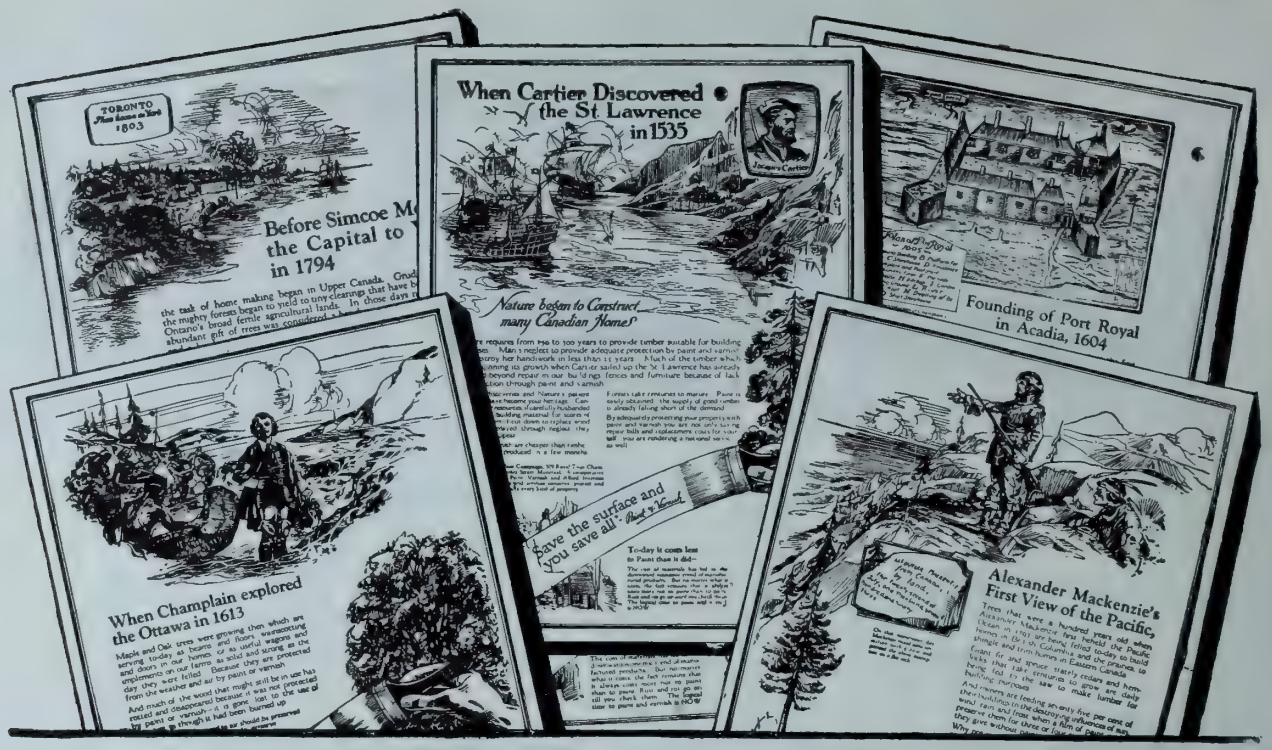
Advertisements of "High Standard" Ideals and Principles ....Paints and Varnishes....Service and Dealings.... we have always felt, should be in keeping with our Exclusive, efficient and heart-whole business policy.

We wish no other impressions from our Advertisements than that our business is conducted along Ethical lines, and that *every single* claim we make is supported by *evidence*, and backed to the limit by our Organization.

Therefore:—Those which have gone before, and this—without color.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered



The above are reproductions of a few of the advertisements which will appear in leading publications all over Canada this Spring

We're Off— and nothing can stop us!

With the entire Paint and Varnish Industry lined up solidly behind the campaign to make 1922 the Greatest Paint and Varnish Year, nothing can stop us. The public needs the paint and needs the varnish—and needs them badly.

From coast to coast the new "Save the Surface" advertising is being read by millions. It is urging them to protect their property.

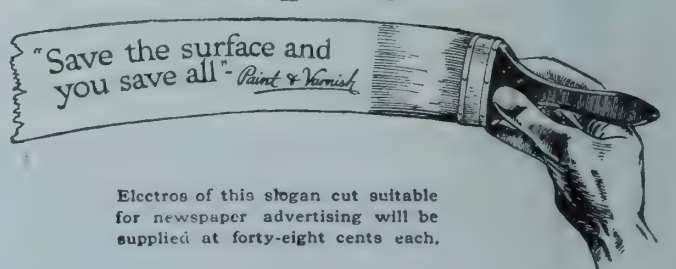
Therefore, now is the time for you to get busy. Don't fail to keep the Save the Surface idea to the front. Every passerby should be reminded when he is in front of your store, to Save the Surface.

Keep a window display in constantly, and in all your newspaper advertising use the million dollar slogan.

75 To-day order a cut of the slogan as shown below.

Save the Surface Campaign

509 Royal Trust Chambers
107 St. James Street
MONTREAL



Electros of this slogan cut suitable for newspaper advertising will be supplied at forty-eight cents each.

If interested tear out this page and place with letters to be answered

Indoor Suggestions "Muresco"

Oftenest Called For---Easiest to Sell

Muresco is making its peak sales just before Spring House-Cleaning time. This is the time to feature Muresco and the Muresco Brush in your Window Displays and local advertising. Suggest the artistic, durable sanitary results of using Muresco to beautify the home indoors.

Muresco has established, and maintains, an enviable record for quality. It will not peel, crack or rub off; it is very economical in use, artistic in appearance, durable and sanitary.

Muresco sales have grown astonishingly. Merchants find it a wonderful seller—consumers who once use it, purchase it again and again.

If your business is not yet enjoying the benefits of Muresco sales—investigate. Muresco is made in white—16 tints—and 16 colors.

Write to-day for color cards, prices and the agency.

"Quality forever Moore"

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto Winnipeg

SIGN OF MERIT
BEST B M & Co MADE

If interested tear out this page and place with letters to be answered

HILLCREST
A GUARANTEE OF QUALITY

HILLCREST
A GUARANTEE OF QUALITY

"Save the surface and you save all" *Paint & Varnish*

How Many Barns Near You?

Systematic selling brings uniformly successful results. Present conditions require a "go-getting" style of selling—a personal effort in salesmanship, because most of the business to-day is outside your store. Go out and get this business. A short drive in the surrounding country will show where and how to push Roofing Paint and make money. List the barns, silos, roofs, bridges and sell the owners Hillcrest Barn Red Paint.

We manufacture "Hillcrest" Barn Red Paint from pure English Oxide of Iron; it will stand any climate, under all weather conditions. Five gallons will cover 1,500 square feet on wood, or 2,000 square feet on iron, with two coats. It dries with a hard, permanent finish.

We Also Manufacture the Following Hillcrest Quality Lines:

Colors in Oil; Colors in Distemper; Colors in Japan; Porcelain White Enamel; Ebony Black; Spanish Enamel; Bath Enamel; Motor Car Enamel; Paste Filler; Crack Filler; Pearcy's Pure Prepared Paints; Barn Red Paint; Outside Gloss White; Inside Flat White; Aluminum Paint; Carriage Paint; California Gold Paint; Graphite Machine Paint Liquid; Orange Shellac; White Shellac; Oil Stain; Varnish Stain; Shingle Stain; Cottage Shingle Stain; Varnishes—all kinds; Pure Lead; Bronzing Liquid.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

If interested tear out this page and place with letters to be answered

This 6-cent Jap-a-lac Sale
Will Help You Get Business

Here's a special merchandising plan which will enable you to make a most startling offer to your trade. You'll attract *new* customers and will make extra sales to old ones.

You can put this Jap-a-lac campaign in effect at any time. Placards, handbills, electros, movie slides, etc., imprinted with your name will be furnished you free. This advertising will feature a special Jap-a-lac coupon and will tell your customers the whole story.

The opposite group of advertising features are ready for your use. They'll help you sell more Jap-a-lac and make a handsome profit for yourself.

FREE

We've a wonderful Jap-a-lac Proposition Book entitled, "Profits Every Day", which gives complete details of this unusual Jap-a-lac 6-cent sale. Your copy is waiting.

Write Today

The Glidden Co., Ltd.

Toronto - Ontario

Branches at Montreal and Winnipeg

GLIDDEN

EVERYWHERE ON EVERYTHING

VARNISHES - ENAMELS - PAINTS - STAINS

If interested tear out this page and place with letters to be answered

There's Profit and Prestige in Handling the Complete Johnson Line

YOU'RE in business to make money. Johnson's Artistic Wood Finishes net you a substantial profit on every sale. But in addition Johnson Products are business builders—they make satisfied customers — repeat buyers — the kind that mean a steady, continuous, profitable business to you.

Johnson's Sani-Spar Varnish Stain is a waterproof product which will not turn white. Gives wonderful results on furniture, floors, woodwork and all interior and exterior surfaces. Put up in four sizes and in natural and four shades only, consequently a small investment brings you a complete stock.

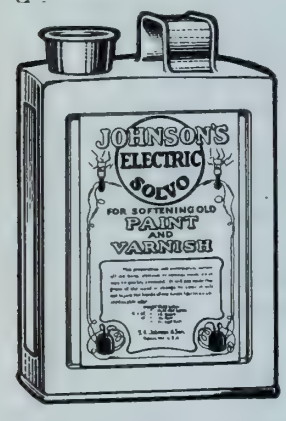
Johnson's Floor Varnish is as good as Johnson's Floor Wax. What more can be said? It gives a beautiful, high gloss which will not mar, blister or scratch white. Dries dust-free in 2 hours and hard over night. Is absolutely waterproof and will stand all reasonable tests.

Advertising

The complete Johnson line will be extensively advertised throughout Canada. The leading magazines will carry the interesting Johnson story right into the homes of the people who are your logical customers. By displaying all the lines in your store and windows you will be the final link in completing the sale.

Sales Helps

And in addition to the advertising there will be attractive sales helps — counter cards, window cards, booklets, folders, envelope stuffers, and many other features that will aid you in building up an interesting and profitable business in Johnson products. When you send in your order specify just what sales helps you need.



Johnson's Is a Quality Line

Only the best grades of raw materials are used in the manufacture of our products and every department is in the hands of experts. This insures a uniform manufactured product of the highest quality. All Johnson Products are well canned—beautifully labeled—well advertised—and allow the dealer a good margin of profit.

Johnson's Car Savers---A Profit-Pulling Auto Accessory Line

No accessory stock complete without Johnson's Car Savers. They have stood the test of time. You can handle them right in connection with the regular Johnson Line without devoting much space to their display or tieing up much of your capital. There's a Johnson Car Saver for every purpose—for removing carbon—mending leaks in radiators—for renewing old tops—for varnishing old cars—for lubricating springs—for removing pits and foreign substance from valves —for patching tubes, casings, etc. The demand is for "Johnson's."

S. C. JOHNSON & SON, LTD.

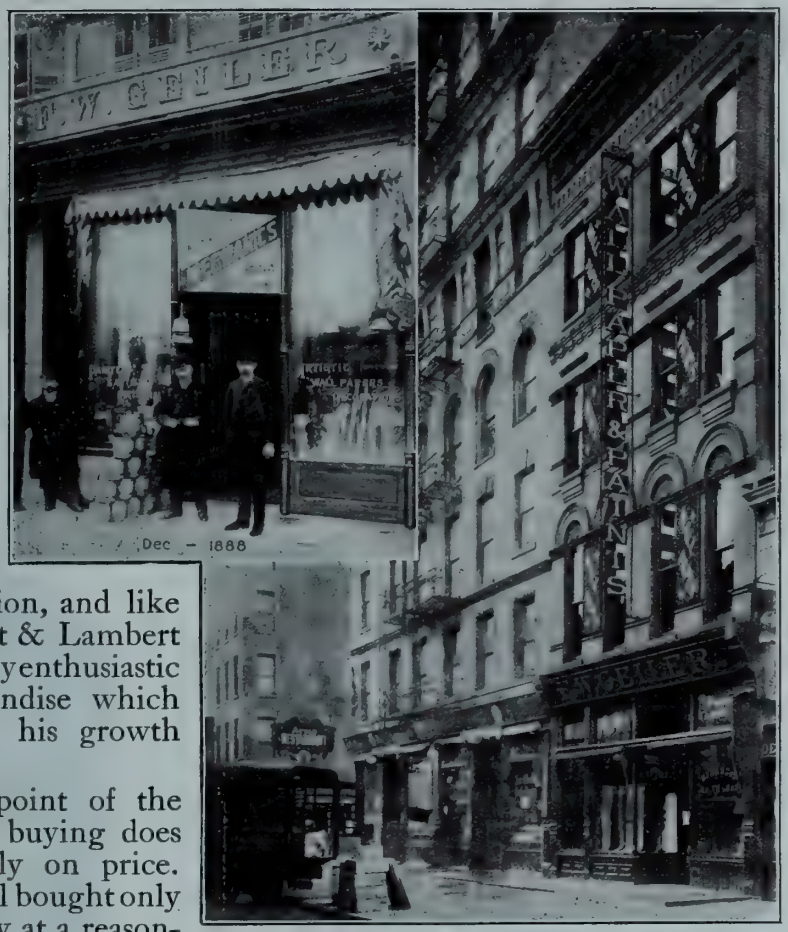
Brantford, Ontario, Canada

If interested tear out this page and place with letters to be answered

Chose Pratt & Lambert Products for "Leaders" 36 Years Ago!

THIRTY-SIX years ago, in 1886, two years before the small photo was taken, Fred W. Geiler, head of F. W. Geiler, Inc., 2340 8th Ave., New York, chose Pratt & Lambert Varnish Products as "leaders" upon which to build a substantial reputation for high-grade finishes. His success has proven the wisdom of that early selection, and like many another Pratt & Lambert dealer, he is naturally enthusiastic about the merchandise which has contributed to his growth and profits.

From the standpoint of the retailer, successful buying does not hinge primarily on price. Merchandise is well bought only when it sells readily at a reasonable profit.



For 36 years on one block between 125th-126th Sts., New York

Write *today* for particulars of the Pratt & Lambert Dealer Proposition and get some of the business which high-grade national advertising is creating for dealers.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Painter's Herald

If interested tear out this page and place with letters to be answered

Brushes That Painters Appreciate

The surest way to make your business good this year is to sell good merchandise that gives better service than the lines your competitors sell.

Here's our Peerless Wall Paint Brush. It is a striking example of the good honest quality to be found in all the goods we manufacture.

This is a solid, straight compressed, Rubber-Set brush, and to dealers who are not familiar with this process of making brushes—the bristles of such brushes will not bush or flare.

Sell these brushes and no customer will come back and say "The bristles came out—the ferrules split, or the brush came apart." Canada brushes are made right, work right, stay right and sell right.

Our Line is Complete

These Brushes can be used in any liquid

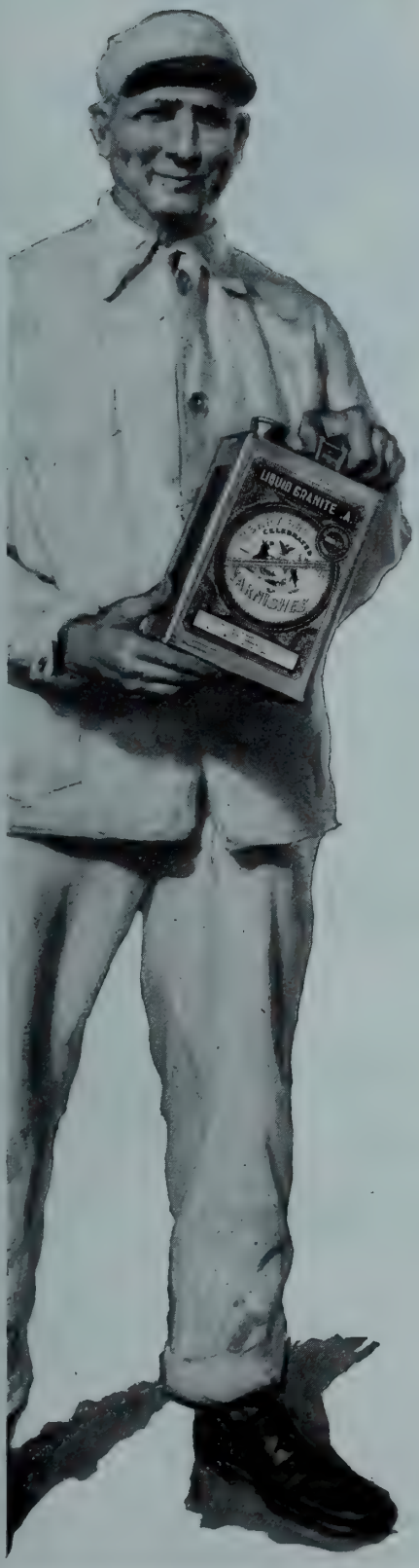
Manufactured by

Canada Brush Co., Limited

St. John, N.B.

If interested tear out this page and place with letters to be answered.

Profitable Lines to Stock for Spring Trade



LIQUID GRANITE
LUXEBERRY ENAMEL
BERRY CRAFT
AUTO COLOR VARNISH

Liquid Granite—the world's most durable floor varnish, waterproof, weatherproof and wear-proof.

Luxeberry Enamel—gives a beautiful finish in gloss or eggshell. Is suited to indoor and outdoor use and comes in "the white that stays white," and six decorative tints—ivory, cream, grey, blue, red and green.

Berry Craft—a beautiful varnish stain for all woodwork, combining both stain and finish. Comes in wide variety of shades.

Auto Color Varnish—gives a brilliant, beautiful and durable enamel finish, easily applied. Comes in ten colors.

Write for prices and particulars.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties

WALKERVILLE - ONTARIO

Branches :

Toronto Winnipeg Moncton Montreal

If interested tear out this page and place with letters to be answered

Simms
Paint and Varnish Brushes
Wear Longer
and Give Better Satisfaction
While They Wear
That's Why They Sell Better

T. S. Simms and Co. Limited

St. John, N. B.

MONTREAL TORONTO LONDON, ONT. WINNIPEG

"Save the surface and you save all" Paint & Varnish

If interested tear out this page and place with letters to be answered.

"The Kind Your Grandfather Used"

Founded on Service

This is no commonplace claim when applied to LIVINGSTON PRODUCTS as the history of the Company shows.

The aim of our extended service is that your interests be equally served from Vancouver to Prince Edward Island.

Before placing your orders for Linseed Oil let us prove that LIVINGSTON SERVICE means Quality, Value and Delivery.

"As gold is refined by heat, so character is tested and made pure in the cleansing fires of experience."
"Molten by time, but alloyed with Honor, Quality, Strength and Service, business experience becomes business character--that silent witness of every act; that great builder of reliable products."

From the book "Standards of Business" by Elwood E. Rice.

THE DOMINION LINSEED OIL CO. LIMITED

Mills and Refineries

Baden, Ont. **Montreal, Que.** **Winnipeg, Man.**

Sales Offices:

SHATFORDS LIMITED
Halifax, N. S.

R. C. JAMIESON & CO., LTD.
Vancouver, B. C.

C. PATON
Charlottetown, P. E. I.

Central Sales Office:

1009 Royal Bank Bldg., Toronto, Ont.

If interested tear out this page and place with letters to be answered.

THE L. MARTIN CO.

HEADQUARTERS FOR LAMP BLACKS

This Seal on Every Package

1849 1922

Is Your Guarantee

WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard and Eagle, Germantown Lamp Blacks.

Seventy-Three Years' Experience has taught us Some Things about the Black Business which may interest you.

Seventy-Three Years' Reputation behind each Package will help your Sales.

Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

THE L. MARTIN CO.

Head Office: 81 Fulton Street, New York

Works: Philadelphia, Pa., Johnsonburg, Pa., London, England

CANADIAN SALES AGENTS:

MONTREAL	TORONTO	WINNIPEG, MAN.
James A. Taylor	James Hayward	P. A. C. McIntyre
22 St. Francis Xavier St.	23 Scott Street	1206 McArthur Bldg.

If interested tear out this page and place with letters to be answered.

Linseed Oil

Maple Leaf Brands of Oil

Raw	Pale Boiled	Heavy Bodied Raw
Olden	Double Boiled	Heavy Bodied Boiled
Varnish Boiled	Refined Bleached	Special Oils to order

"Warranted Pure"

(The Slogan of this Company)

The Canada Linseed Oil Mills Limited

Mills at:

Montreal and Toronto

If interested tear out this page and place with letters to be answered.

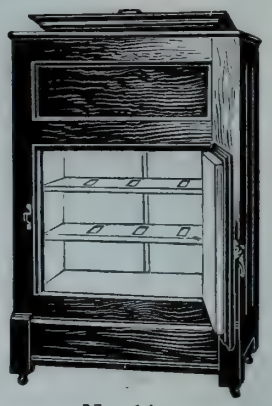
No. 11 or 12
111 or 112

Strike while the Iron is Hot!

In almost every town where ice can be obtained there are REAL opportunities for the LIVE merchant to sell more Refrigerators.

This year particularly opportunities will be more numerous, due to the unfortunate experiences of many who existed last Summer without a Refrigerator.

—and this year the price is lower.



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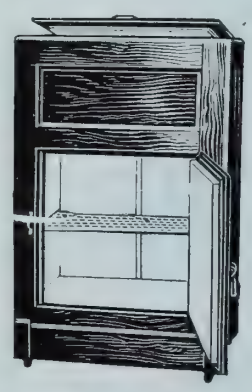

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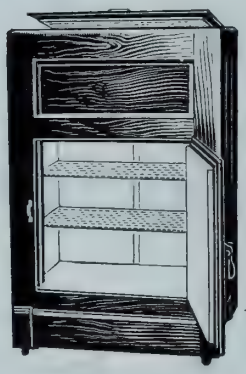

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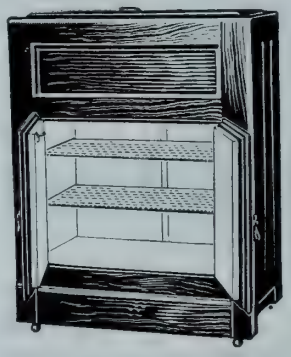

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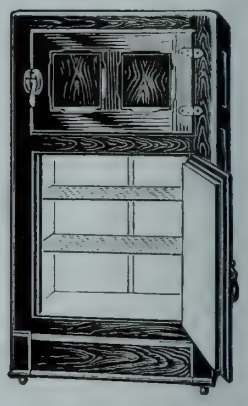
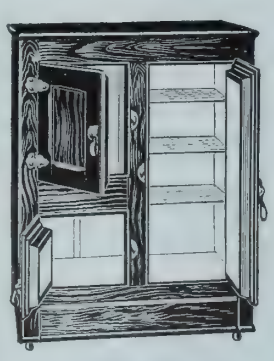


No. 31 or 33



No. 19 or 29

THE PARIS LINE

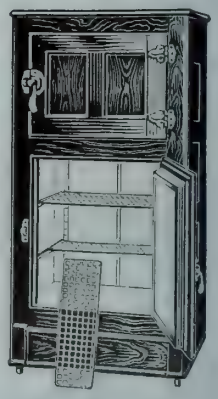
Success depends to a large extent on your selection of the right line to push.

The Paris line merits your careful consideration. Quality, Service and Price are all that could be desired. We will gladly submit a proposition to you and send copy of our 1922 catalogue.

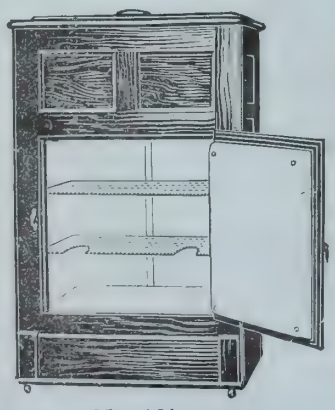
Furthermore—

We advise a prompt decision in this matter. Get your samples in early, and let people know you are in the business. Advertising matter and electros supplied free.

You will find it worth while to get in touch with us



No. 47 or 77

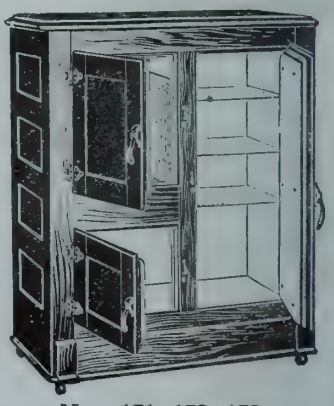


No. 161

The Sanderson Harold Co.
LIMITED

Refrigerators.

Screen Doors. **Window Screens.**
Combination Doors **Ventilators.**



Nos. 171, 172, 173

If interested tear out this page and place with letters to be answered.

PAINT AND VARNISH BRUSHES

The best known trade mark in the brush business—every brush stamped with our trade mark. And every brush guaranteed —Prepare for big Spring business. Look over your shelves, check your stock over carefully. *We can ship almost every size and style of brush from stock, a big consideration at this season*

RUBBERSET BRUSHES are Made in Canada

Order Through Your Jobber or write us direct.

RUBBERSET COMPANY LIMITED

FACTORIES:

TORONTO - GRAVENHURST

If interested tear out this page and place with letters to be answered.

They are going to Build.

More building means more paint.

O.P.W. means more sales for your Paint Department.

"Save the surface and you save all" *Paint & Varnish*

Ottawa Paint Works
Limited
Ottawa Canada
Branches : Montreal and Toronto

CARTER'S

For Your Paint Department --

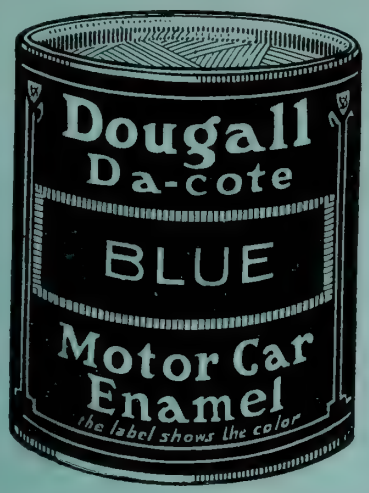
CARTER'S GENUINE DRY RED LEAD

An easy selling and popular line. Made from the best Canadian pig lead, highly oxidized and very finely ground. A good line to recommend. Your paint customers know its quality. It always satisfies.
Write for prices on this and the other Carter products—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.



A leader in every field

There is a special Dougall product for every finishing and surface protecting need, each best suited to serve the purpose for which it is made.

DA-COTE

The Motor Car Enamel That Dries Over Night

The staples pay the rent but it's the specialties that fatten bank accounts. Put **Da-Cote** Motor Car Enamel in stock—it is the most popular and largely distributed motor car finish on the market.

Over 2,000,000 car owners in Canada and the United States have used **Da-Cote** with entire satisfaction and success. **Da-Cote** is the easiest and most profitable selling specialty in the Save the Surface Department.

BLACK AND WHITE
and
10 BEAUTIFUL COLORS

UNIVERNISH

The One Varnish for all Purposes

Univernish stands roughing and scuffing, will not mar or scratch white under hardest wear. It is impervious to boiling water, strong soaps, ammonia and acids.

It serves all purposes **so well** why tie up your money in endless assortments of varnishes for different specific purposes? **Univernish** cuts your investment down and increases your turnover—and turnover is what you want.

Centre your sales on the one line.

CLEAR
and
7 WOOD TONES

"RE-NEWITT"

SURFACE PROTECTING PRODUCTS

Re-newitt Surface Protecting Products incorporate a line of surface beautifiers and protectors complete in every detail.

Quality just a little **better** than the previous **best** obtainable. Re-newitt Outside and Inside Gloss, Inside Flat Whites, Pure House Colors, Blind and Shutter Greens, Porch and Floor Enamels, Flat Wall Finishes, Varnish Stains, etc., have created a new standard of quality that make and keep satisfied customers.

Sales helps and advertising sensibly planned, and faithfully carried out makes our agency proposition an attractive one.

"Save the surface and you save all" *Paint & Varnish*

Stock One Complete Line—the Line with a Leader in Every Field

The Dougall Varnish Company Limited

MONTREAL :: :: :: CANADA

ASSOCIATED WITH MURPHY VARNISH CO. U.S.A.

If interested tear out this page and place with letters to be answered.

AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED

KEYSTONE

→FROM←
UNITED STATES STEEL
PRODUCTS COMPANY
NEW YORK, U.S.A.

Apollo Keystone Copper-Steel Sheets

Keystone marks the best in Copper-Steel Sheets. Copper-Steel alloy gives longer life to sheet-metal products and is the greatest rust-resisting medium on the market.

METALS · CHEMICALS · GLASS
T
B&S·H
Established 1790

The Mark of Quality

Other Metals and Structural Materials

Galvanized Sheets	Canada Plate	Spelter
Black Sheets	Sheet Zinc	Ash Hoists
Polished Sheets	Sheet Copper	Terra Cotta
Tinplates	Brass Tubing	Fire Brick
Blackplate	Copper Tubing	Portland Cement

Wired Glass—Window Glass—Fancy Glass

Plain, Rough and Ribbed from Pennsylvania Wire Glass Company, Philadelphia, Pa.

Representing Emile Regniers & Company, Charleroi, Belgium

Figured Rolled, Cathedral and Muffled from **Chance Brothers & Company Ltd., Birmingham, England.**

General Lines

Clippers
Chamois Skins
Harris Goods
Litharge
Dry Red Lead
Orange Mineral
Whiting
Nitrate of Lead
Gold Leaf
Bolting Cloth
Metal Leaf
Soft Soap
Sal Ammoniac
Epsom Salts
Salt Petre
Nitrate of Soda
Nitrate of Ammonia

Chemicals, Oils, Etc.

Tartaric Acid
Citric Acid
Cream of Tartar
Cream of Tartar Substitute
Glycerine
Castor Oil
China Wood Oil
Shellac

B. & S. H. Thompson & Co., Limited

TORONTO MONTREAL NEW GLASGOW, N.S.
WINNIPEG VANCOUVER, B.C.

Sales Agents for Eastern Canada
for
United States Steel Products Co.
for
Sheet Steel and Tin Plates

If interested tear out this page and place with letters to be answered.

The Book of Profits

The Meakins Catalogue for 1922 should be alongside your counter. It is an aid to successful selling, just as it is a guide to profit in ordering.

It is a good, friendly book; ready to help the merchant in many ways. It will save you steps and time.

SUPPOSE a customer comes in just now and says he wants a kalsomine brush—isn't just sure what he wants. Reach for your copy of the Meakins 1922 Catalogue; turn up page 30 and several following pages. Talk to him and show him "Grippo," "Canton," "Jewel," "Reno," "Sun," "Perfection," etc. You can discover just what he wants; influence the sales as you like, and save walking to shelves and reaching down many brushes which must later be replaced with the exception of those sold.

The run through the catalogue often leads to additional sales and refreshes the merchant's mind with suggestions of goods to offer

Isn't this the easiest way of selling, both for you and your customers?

MEAKINS & SONS LIMITED

HAMILTON - ONTARIO

Winnipeg London Toronto Vancouver Montreal

Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.
ADVERTISING SPECIALTIES
Aluminum Specialty Co. of Canada, Toronto.
AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.
ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
ALUMINUM CLEANER
American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.
ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowec, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Ideal Aluminum Products, Ltd., Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.
AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
ANCHORS, GUY
B. J. Coghlin Co., Ltd., Montreal.
ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
ARMS
H. W. Cooey Arms & Machine Co., Toronto, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corpn., Utica, N.Y.
ART GLASS
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.
ASH CANS
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
ATHLETIC CLOTHING
A. W. Moyer & Co., Toronto.
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Ace Chain Co., Ltd., Hamilton, Ont.
Ames, Holden, McCready, Limited, Montreal.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Dunlop Tire & Rubber Co., Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Hyslop Bros., Ltd., Toronto.
Will B. Lane, Chicago, Ill.
Luther Grinder Mfg. Co., Milwaukee, Wis.
Maybilt Radiators, Ltd., Winnipeg, Man.
Frank Mossberg Co., Attleboro, Mass.
Motor Sundries Corp., Ltd., Toronto.
Motor Necessities Co. of Canada, Winnipeg, Man.
Ren. Automotive Supply Co., Ltd., Preston, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.
AXES
Blenkhorn & Sons, Canning, N.S.
Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Campbell & Fowler, Ltd., St. John, N.B.
Shurly-Dietrich Co., Ltd., Galt, Ont.
AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BABBITT METAL
Canada Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
BARB WIRE
Eaxwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BALL BEARINGS
Gray Ball Bearing Co., Ltd., Toronto.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
BAROMETERS
Taylor Instrument Companies, Toronto, Ont.
BASKETS
Walter Woods & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
BASEBALL BATS
Darrah Bros., Sutton, Que.
A. J. Reach & Co., Ltd., Brantford, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.
BASEBALL EQUIPMENT
A. J. Reach & Co., Ltd., Brantford, Ont.
BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.
BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto.
BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.
BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
The Newell Mfg. Co., Prescott, Ont.
BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.
BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.
BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.
BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.
BICYCLES
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
BILLET, BLOOMS AND SLABS
Steel Co of Canada, Ltd., The, Hamilton, Ont.
BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.
BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.
BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.
BOX STRAPPING
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
J. N. Warminton & Co., Montreal, Que.
BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
BRADS, WIRE
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.
BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.
Wallaceburg Brass Mfg. Co., Ltd., Wallaceburg, Ont.
BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.
BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.
BOX STRAPPING
The Stanley Works, New Britain, Conn.
BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.
BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn
BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass
BICYCLES
Canada Cycle & Motor Co. Toronto
BIRCH SEATS
Canadian Veneering Co., Montreal, Que.
BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.
BRADS, WIRE
Graham Nail Works, Toronto, Ont.
BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont
BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.
BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto
BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn
Goodell-Pratt Co., Greenfield, Mass.
BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.
BRUSHES
The Boeckh Company, Ltd., Toronto
Canada Brush Co., Ltd., St. John, N.B.
Meakins & Sons, Ltd., Hamilton
Rubberset Co., Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
W. Walker & Son, Ltd., Toronto.
BROOMS
Canadian Broom Mfg. Co., Ltd., Winnipeg, Man.
Walter Woods & Co., Hamilton, Ont.
Waterloo Brush & Broom Co., Waterloo, Ont.
BRUSHES, SHAVING.
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
W. Walker & Son, Ltd., Toronto.
BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
W. Walker & Son, Ltd., Toronto.
BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.
BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.
BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

Barrett Roofings, Cements Industrial Paints etc.

IT is *repeat* sales, not *first* sales, that keep business going and growing. That's why successful dealers like to handle Barrett products. They know from experience that these products make satisfied customers and that satisfied customers make profits.

Plastic Elastigum Patching Cement

A tough, elastic, waterproof cement for general repair work and waterproofing purposes. Known as "The Plastic Cement of a Thousand Uses." Unequalled for patching holes in roofs, repairing flashings, gutters, etc., etc.

Comes ready for use in 1 lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. and 100-lb. packages, half barrels (about 300 lbs.) and barrels (about 600 lbs.)

Plastic Elastigum being applied to make a water-tight joint around a ventilation pipe. It sticks to any surface.

Everlastic "Rubber" Roofing

The fastest selling roll roofing on the Canadian market and the first choice of experienced buyers for all steep-roofed farm and factory buildings. Everlastic is a safe roofing for you to sell and a safe roofing for your customers to buy. It sells at a low price, is easy to lay, and gives unfailing satisfaction.

Everlastic "Rubber" Roofing comes in three weights; light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 sq. ft. Nails and cement for laying are packed with each roll.

Everlastic Liquid Roofing Cement

The greatest material in the world for resurfacing worn-out prepared and "rubber" roofs. Comes all ready for use, is easy to apply and forms a smooth, durable, weather-proof coating which adds years of service to the old roofing, at very small cost.

Put up in all sized packages from 1-pint tins to barrels of 40 gallons.

WINNIPEG, VANCOUVER
HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL, TORONTO
ST. JOHN, N. B.

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THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
W. Walker & Son, Ltd., Toronto.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
The Bond Engineering Works, Ltd., Toronto, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
The Bassick Co., Bridgeport, Conn.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

CHAMOIS
Evans & Co., Ltd., Montreal, Que.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.
W. Walker & Son, Ltd., Toronto.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIRS—WIRE
The B. Greening Wire Co., Ltd., Hamilton.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHILDREN'S SLEIGHS
J. H. Hanson & Co., Ltd., Montreal, Que.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Maxwells, Ltd., St. Mary's, Ont.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

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The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
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CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

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New Haven Clock Co., Ltd., Toronto, Ont.
The Western Clock Co., Peterborough, Ont.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
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Schultz Bros. Co., Ltd., Brantford, Ont.
The Aero Mfg. Co., Ltd., Sherbrooke, Que
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J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
The B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
J. H. Hanson & Co., Ltd., Montreal, Que.
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COFFEE PERCOLATORS AND URNS

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

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Thos. Davidson Mfg. Co., Montreal, Que.
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Can. Foundries & Forgings, Ltd., Brockville, Ont
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CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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B. J. Coghlin & Co., Montreal.
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The Pedlar People Ltd., Oshawa, Ont.

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The Newell Mfg. Co., Prescott, Ont.

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The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
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Fenton Bros., Ltd., Sheffield, Eng.
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Jonathan Crookes & Son, Ltd., Sheffield, Eng.
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Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Rawson Bros., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

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Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Fenton Bros., Ltd., Sheffield, Eng.
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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
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DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Inc., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont
The Greenfield Tap & Die Co. of Canada, Ltd., Galt, Ont.

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Cameron & Co., Toronto.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

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Cartland & Son, Ltd., James, Birmingham, Eng.
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Canada Foundries & Forgings, Ltd., Welland, Ont
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR HOLDER
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Jas. Cartland & Son, Ltd., Birmingham, Eng
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

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Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
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Martin-Senour Co., Ltd., Montreal.
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Canada Dry Cells, Ltd., Winnipeg, Man.
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Wheeler & Bain, Ltd., Toronto, Ont.

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The Equator Mfg. Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

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ELECTRIC BELLS
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National Electric Heating Co., Toronto.

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The Deco-Tint Co., Montreal, Que.
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
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The New Brunswick Wire Fence Co., Ltd., Moncton, N.B.

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Frank Fales & Sons, Ltd., St. John, N.B.

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Canadian National Carbon Co., Toronto
Dominion Battery Co., Ltd., Toronto.

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John Oakey & Sons, London, Eng.

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Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
Imperial Oil, Ltd., Toronto. Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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The Deco-Tint Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

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The Chicago Solder Co., Chicago, Ill.

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Morris, McCallum Co., Ottawa, Ont.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry, Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett, Ltd., Sackville, N.B.
Moncrief Furnace & Mfg. Co., Ltd., Guelph, Ont.
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Gurney Foundry Co., Ltd., Toronto.

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The Standard Meter Co., Limited.

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Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Metal Co., Ltd., Toronto, Ont.

GALVANIZED IRON SHEETS
The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Dominion Sheet Metal Co., Ltd., Hamilton, Ont
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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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Jas. Morrison Brass Mfg. Co., Toronto.

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Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont

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Canadian Metal Products, Ltd., Guelph, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The James Morrison Brass Mfg. Co., Ltd., Toronto

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Goodell Pratt Co., Greenfield, Mass.
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The James Morrison Mfg. Co., Ltd., Toronto.
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Stanley Works Co., New Britain, Conn.
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GLASS, CARRIAGE
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

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Pilkington Bros., Limited, St. Catharines, Ont.
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GLASS, FANCY
Pilkington Bros., Limited, St. Catharines, Ont.

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Pilkington Bros., Limited, St. Catharines, Ont.
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Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que
Marlin Firearms Corporation, New Haven, Conn.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
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Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

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Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

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Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
Grant Chater, Ltd., Toronto.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.

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N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
E. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARDWARE SPECIALTIES
D. Ackland & Son, Winnipeg, Man.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Otterville Mfg. Co., Ltd., Otterville, Ont.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stephenson-Russell, Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

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Canada Axe & Harvest Tool Co., Ltd., Montreal, Que.

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HAY RAKES
Rugg-Ball Mfg. Co., Ltd., Ayers Cliff, Que.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
W. Walker & Son, Ltd., Toronto.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Aluminum Specialty Co. of Canada, Toronto.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.

HONEY PAILS
The Leslie Tinware Co., Ltd., Ottawa, Ont.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y

HORSE BLANKETS
Adams Bros. Harness Mfg. Co., Ltd., Toronto.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal
The Leslie Tinware Co., Ltd., Ottawa, Ont.
North Bros. Mfg. Co., Philadelphia, Pa.
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Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Harold C. Shipman & Co., Ottawa, Ont.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto
Geo. W. Reed & Co., Montreal, Que.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton Ont.
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Everett Mfg. Co., Ltd., Sault Ste. Marie, Ont.
Schultz Bros. Co., Ltd., Brantford, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont

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JACK SCREWS
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The Sherwin-Williams Co., Ltd., Montreal, Que

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TORONTO

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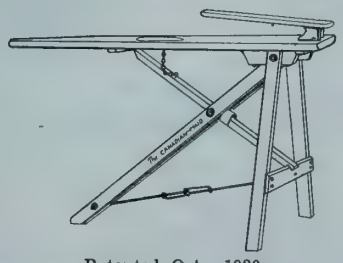

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Sault Ste. Marie, Ontario

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Smith & Hemenway Co., Inc. Irvington, N. J.
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Stratford Mfg. Co., Ltd., Stratford, Ont.
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Canadian Laco Lamps, Ltd., Toronto, Ont.
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A. Ramsay & Son Co., Montreal.
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The Standard Meter Co., Limited.
LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton
LAMPS, BLOW
The Standard Meter Co., Limited.
LAMP CHIMNEYS
Walter Woods & Co., Hamilton.
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The Coleman Lamp Co., Limited, Toronto.
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Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto.
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LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.
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Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
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Hoyt Metal Co., Toronto.
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LINOLEUM RUGS
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The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

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Sleeper Hartley, Inc., Worcester, Mass.
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Dennis Wire & Iron Works Co., Ltd., London, Ont.
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Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
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J. H. Williams & Co., St. Catharines, Ont.
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The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Port Hope Mat Mfg. Co., Port Hope, Ont.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
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The Warren Tool & Forge Co., Warren, Ohio.
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The Port Hope Mat Mfg. Co., Port Hope, Ont.
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The Warren Tool & Forge Co., Warren, Ohio
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Maxwells, Ltd., St. Marys, Ont.

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Clemson Bros., Inc., Hamilton, Ont.
METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.
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The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
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J. H. Hanson & Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.
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Hamilton Stamp & Stencil Wks., Hamilton, Ont.
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MOULDINGS
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Steel Co. of Canada, Ltd., The, Hamilton, Ont
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Imperial Oil Co., Ltd., Toronto.
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Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
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Dennis Wire and Iron Works, London, Ont.
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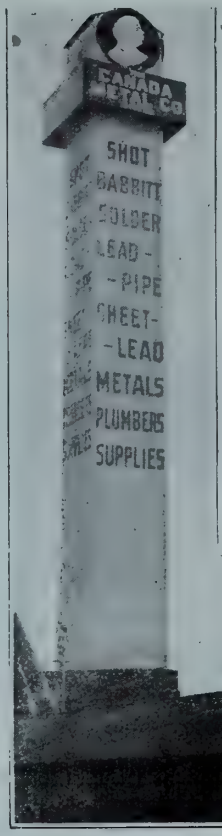

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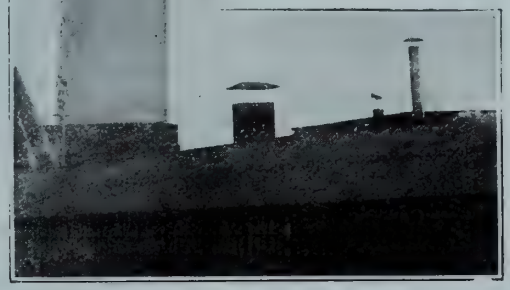

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The Steel Metal Products Co., of Canada, Limited, Toronto

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
I H Still Mfg Co., St. Thomas, Ont.

PICTURE FRAMES
The Philips Mfg. Co., Ltd., Toronto.

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A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Chamberlain Desolvo Co., Ltd., Toronto.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Geo. W. Reed & Co., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS, CORN
Otterville Mfg. Co., Ltd., Otterville, Ont.
Kraeuter & Co., Inc., Newark, N.J.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, AUTO AND FURNITURE
Channell, Ltd., Toronto, Ont.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co. Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Otterville Mfg. Co., Ltd., Otterville, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The B. Greening Wire Co., Ltd., Hamilton.
J. H. Hanson Co., Ltd., Montreal, Que.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.
W. Walker & Son, Ltd., Toronto.

POULTRY LEG BANDS
Aluminum Specialty Co. of Canada, Toronto.
Rideau Specialty Co., Smiths Falls, Ont.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal. Que.

PRUNING SHEARS
Adeock & Co., Ltd., Montreal.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP OILERS
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E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

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Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

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Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
W. Walker & Son, Ltd., Toronto.

PULLEYS
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Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

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United Brassfounders & Engineers, Limited, Manchester, Eng.
B. J. Coghlin Co., Ltd., Montreal.

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The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jamee Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
W. Walker & Son, Ltd., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.

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Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor, Forbes & Co., Ltd., Guelph, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

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J. H. Hanson & Co., Ltd., Montreal, Que.
Sanderson-Harold Co., Ltd., Paris, Ont.

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Iver Johnson Arms & Cycle Works, Fitchburg Mass.

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Marlin Firearms Corporation, New Haven, Conn.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, STRAIGHTENED
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Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.

ROOFING, READY
The Barrett Co., Ltd.
Geo. W. Reed & Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.
W. Walker & Son, Ltd., Toronto.

ROOFING, RUBBER
The Barrett Co., Ltd.
W. Walker & Son, Ltd., Toronto.

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Dom Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
The B. Greening Wire Co., Ltd., Hamilton.
Canada Wire & Iron Goods Co., Hamilton, Ont

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

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Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Gillette Safety Razor Co., Ltd., Montreal, Que.

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Canada Metal Co., Toronto.

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Hamilton Cotton Co., Ltd., Hamilton, Ont.

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Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

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Shurly-Dietrich Co., Ltd., Galt, Ont.
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Simonds Canada Saw Co., Ltd., Montreal, Que.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Newell Mfg. Co., Ltd., Prescott, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
T. T. Shurly Co., Ltd., St. Catharines, Ont.

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Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.
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La Manufacture de Scies de Levis, Levis, Que.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
T. T. Shurly Co., Ltd., St. Catharines, Ont.
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Walter Wilson & Son, St. John, N.B.

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Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
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Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

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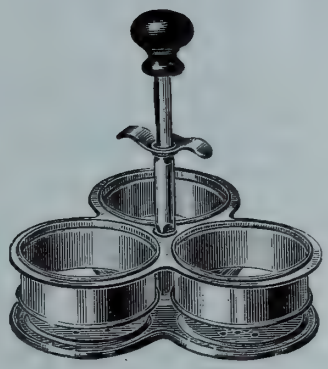
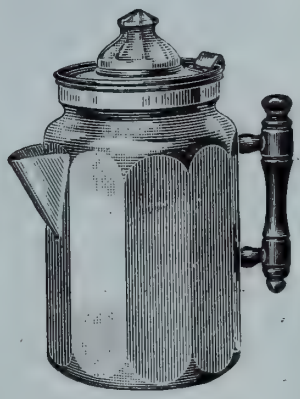
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J
Simonds Canada Saw Co., Ltd., Montreal, Que.

2695—Colonial Tea Pot (With Ball)



2543—Egg Poacher



5431½ Percolator

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Aluminum Ware

When you display, advertise and push Viko it pays you handsomely.

Plain, strong, heavily tinned, cool, steel handles give satisfactory service and match the durability of the pan itself. Show the sturdy, uncountersunk rivets which firmly grip the utensil. No loosening or pulling out of rivets.

Notice how nicely the inset cover fits into the pot—no wobbling.

A Complete Catalogue and Price List on Request

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If interested tear out this page and place with letters to be answered.

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Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Simonds Canada Saw Co., Ltd., Montreal, Que.

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Clemson Bros., Inc., Hamilton, Ont.
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Simonds Canada Saw Co., Ltd., Montreal, Que.

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E. C. Atkins & Co., Hamilton, Ont.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Ltd., Montreal, Que.

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Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

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Canadian Fairbanks-Morse Co., Ltd., Toronto.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Canadian Veneering Co., Acton Vale, Que.

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Kraeuter & Co., Inc., Newark, N.J.
J. Wiss & Sons, Newark, N.J.

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The Barrett Co., Ltd.

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The Pedlar People, Limited, Oshawa, Ont.
Geo. W. Reed & Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOT
Canada Metal Co., Ltd., Toronto, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

SHOW CASES
Cameron & Co., Toronto.

SHOVELS,
Grant Chater, Ltd., Toronto.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
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Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

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Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Ltd., Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

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Geo. E. Boulter, Toronto, Ont.
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

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Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Gendron Mfg. Co., Toronto, Ont.
Aluminum Specialty Co. of Canada, Toronto.

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Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian National Carbon Co., Ltd., Toronto.

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Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
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United Brassfounders & Engineers, Limited, Manchester, Eng.

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B. J. Coghlin Co., Ltd., Montreal.

SPRING AND WIRE COILING MACHINERY
Sleeper, Hartley, Inc., Worcester, Mass.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

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The Barrett Co., Ltd.,
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Dougall Varnish Co., Ltd., Montreal, Que.
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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. N. Warminton & Co., Montreal, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont

STEEL, MILD, SLEIGH SHOE, TIRE
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Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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American Steel Wool Mfg. Co., Inc., Desbrosses St., New York.

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The Hamilton Stove & Heater Co., Hamilton, Ont
Tudhope-Anderson Co., Ltd., Orillia, Ont.

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Canadian Westinghouse Co., Limited.
National Electric Heating Co., Ltd., Toronto, Ont

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The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

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The Sheet Metal Products Co., of Canada, Limited Toronto.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.

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Smith & Hemenway Co., Inc. Irvington, N. J.

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The Dominion Tack & Nail Co., Ltd., Galt, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont

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The Canadian Tank & Pump Co., Toronto, Ont

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The Canadian Tank & Pump Co., Toronto, Ont
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Butterfield & Co., Inc., Rock Island, Que.
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TAP HOLDERS
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North Bros. Mfg. Co., Philadelphia, Pa

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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

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Taylor Instrument Companies, Toronto, Ont.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

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Dunlop Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
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TOBOGGANS
J. H. Gignac, Ltd., Quebec, Que.
J. H. Hanson & Co., Ltd., Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES, GASOLENE AND KEROSENE
Claxton & Lambert Mfg. Co., Detroit, Mich.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
W. Walker & Son, Ltd., Toronto.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

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Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

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Thos. Pink Co., Ltd., Pembroke, Ont.
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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

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The Quality Tool Works, Ltd., Montreal, Que.
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Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg Co Ltd., Toronto
Gong Bell Mfg. Co., New Hampton, Conn.

TRADE MARK ATTORNEYS
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Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Stanley Works, New Britain, Conn.

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Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
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Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.
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Luther Grinder Mfg. Co., Milwaukee, Wis.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Charles Parker Co., Meriden, Conn.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

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Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Onward Mfg. Co., Ltd., Kitchener, Ont.

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The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

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J. H. Hanson & Co., Ltd., Montreal, Que.
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The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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The Katie Foundry Co., Galt, Ont.

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Rice Lewis & Sons, Ltd., Toronto.
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Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

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The Katie Foundry Co., Galt, Ont.

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B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.

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The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

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Graham Nail Works, Toronto, Ont.
Frost Steel & Wire Co. Ltd., Hamilton.
Laidlaw Bale Tie Co., Ltd., Hamilton, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont
Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.
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Graham Nail Works, Toronto.

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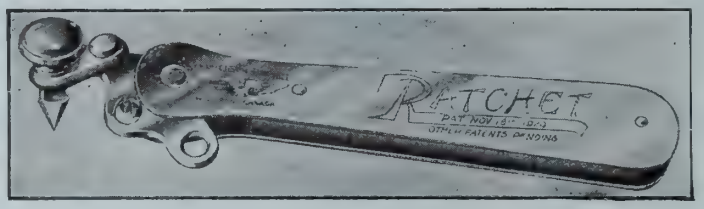

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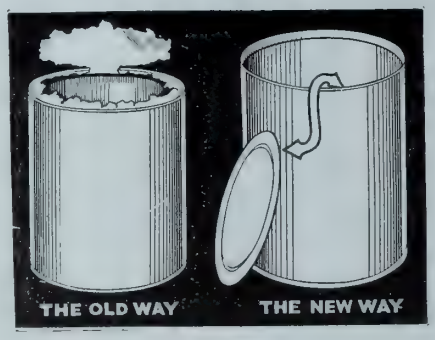

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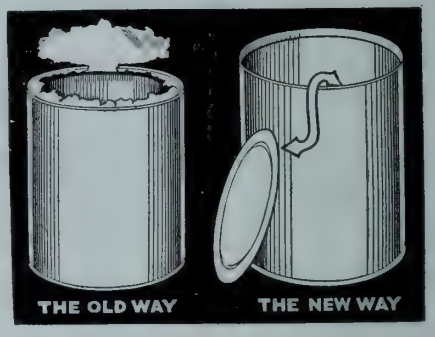

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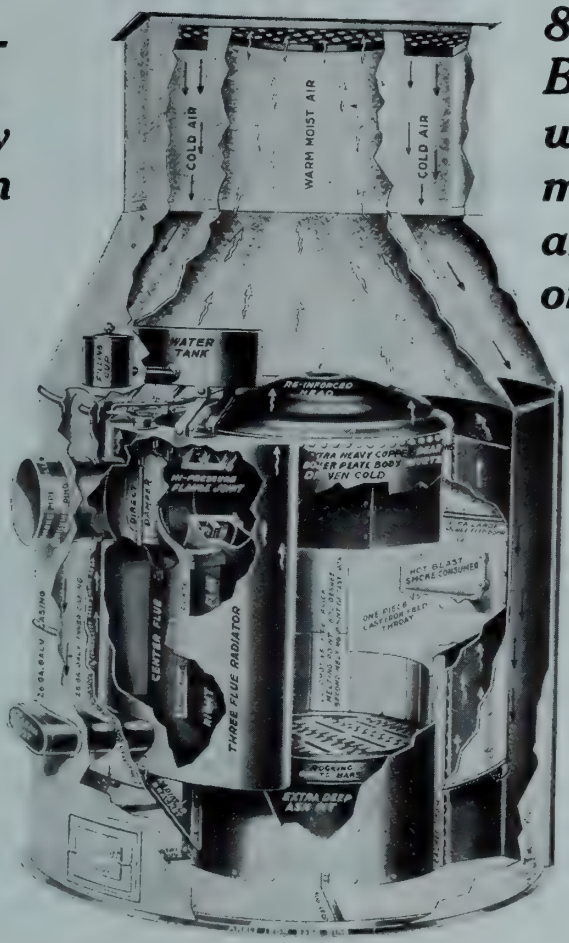

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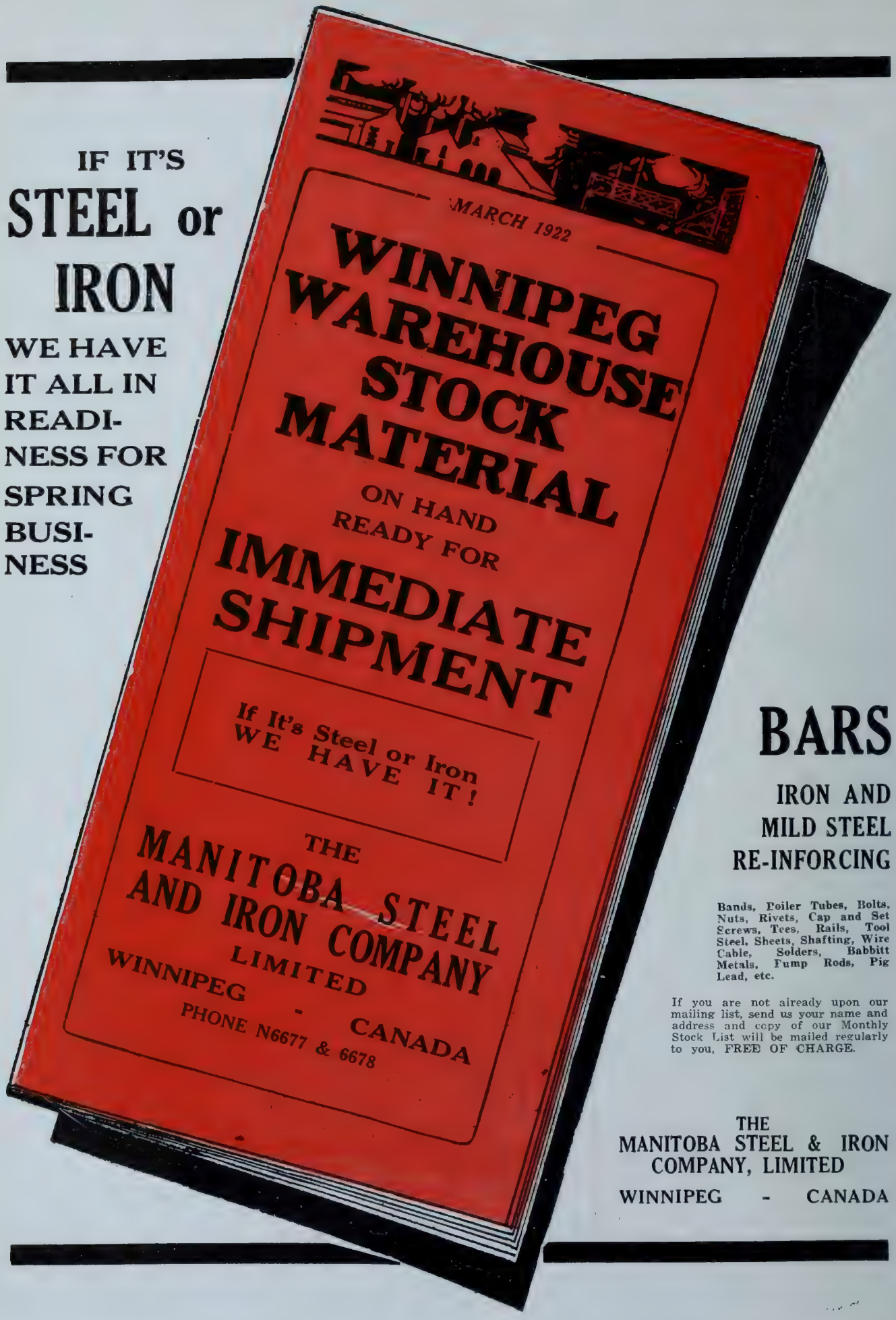

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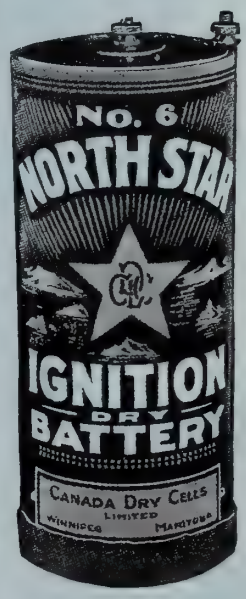
Every battery bearing the North Star label is guaranteed to give full satisfaction to the consumer. Should a battery prove defective, simply satisfy the merchant from whom purchased. He is authorized to replace it.

Order through your jobber

CANADA DRY CELLS, LIMITED

WINNIPEG MANITOBA



"MAYBILT"

Means Better-Built

Frost-proof Core of Pure Copper

Maybilt Radiators for Ford cars comprise a top tank of 22-gauge Brass, assembled complete, with brass fittings and rubber-covered cap. Bottom Tank 20-gauge one-piece Brass.

All the parts are ready for you to assemble easily, quickly and without confusion. We can supply Maybilt cores for any make or model of truck, tractor or auto.

If you are not already enjoying the advantages that go with installing Maybilt Radiators, we would like you to write us and let us show you just where you and your profits come in on this—better write now before you forget.

Maybilt Radiators

Limited

Office and Factory

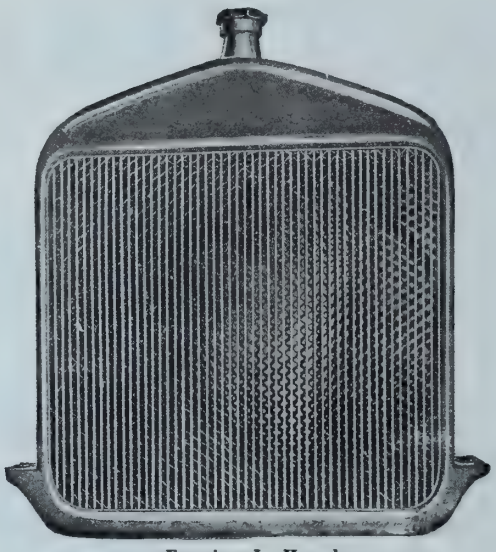
54 Sherbrook St., Winnipeg

Canada's Glorious West

The land of Ambition, Energy—Opportunity

"Perfecto" Radiator

The Acme of Perfection



Freezing Is Harmless,
Overheating Is Impossible

THE RADIATOR THAT COOLS AT 90 in the shade and WILL NOT BURST WHEN FROZEN at 40 below. GUARANTEED AGAINST FROST and all defects.

When buying a new radiator for your car, truck or Tractor be sure and specify the "Perfecto."

We have the most up-to-date repair shop in Western Canada. Estimates given on all makes of autos and tractors.

GUARANTEE SHEET METAL & ROOFING CO.
PORTAGE AVE., - WINNIPEG, MAN.

The H. L. PERRY CO., Ltd.
WINNIPEG - CALGARY

STORAGE
DISTRIBUTING AND FORWARDING

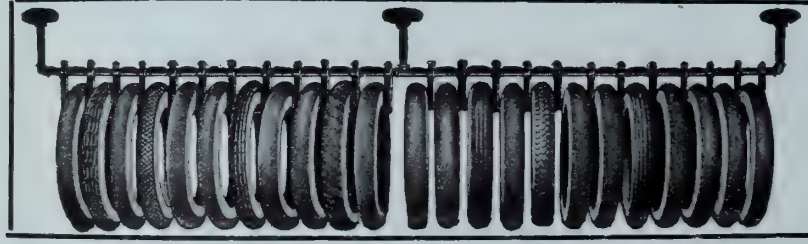
Combined with a
COMMISSION DEPARTMENT
and a competent Sales Staff.

THE MOST PROFITABLE CORN BROOM
For the Hardware Dealer is
5 string

"RELIABLE"

Ask your jobber for them.

CANADIAN BROOM MFG. CO.
Limited
WINNIPEG



HANG YOUR TIRES ON A MARKEY TIRE RACK

The Modern Time-Saving Way. Give your shop a classy appearance. Save space, save labor. Give quick service—make up your own tire racks if you wish. We tell you how, and furnish Markey Hangers for little money. Repair shops should display the good work they are doing, so all can see. Ask your jobber or write direct.

MOTOR NECESSITIES COMPANY OF CANADA
231 Somerset Building, WINNIPEG
P.S. Hang some tires on the ceiling.

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 34 years of honest effort to give the retail trade the best possible service.

"ACME"

Specially Hardened Cutting Edges

Two very convincing selling points for the hardware merchant to use with "Acme" Shears and Scissors are their low price for the quality and the specially hardened, keen, sharp cutting edges so well known to those who have sold or used these dependable shears.

35,000 pairs are produced daily. This is convincing evidence that they are wanted and are selling well. Our catalogue No. 6, "The Scissors Encyclopaedia," will show you what's in it for you. Write to-day for the catalogue.

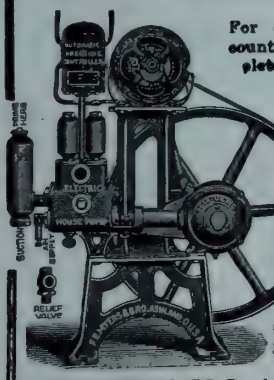
The Acme Shear Co.

Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent
Mr. A. J. McCrae, 23 Scott St.
Toronto

MYERS--Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

HARDWARE AND METAL

the logical medium to use if you have a message for the Canadian hardware trade.

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or, if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, ONTARIO

SALES AGENTS

Western Canada—Bissett & Webb, Ltd., Winnipeg.

If interested tear out this page and place with letters to be answered.

See The Name

On The Body of This Valve

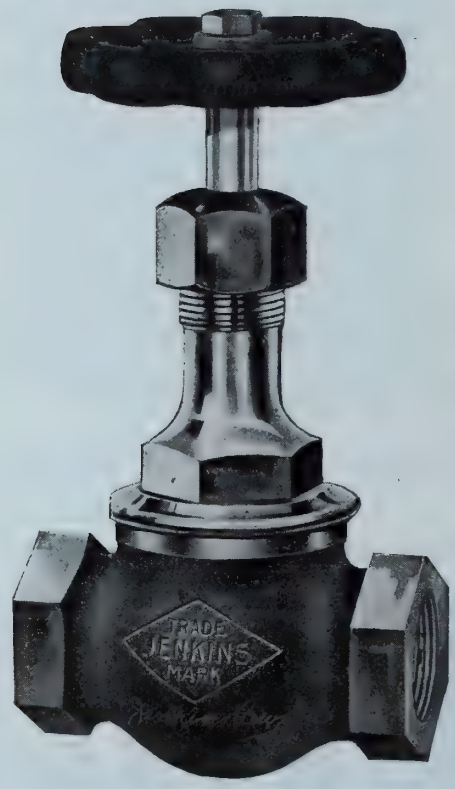


Fig. 106
JENKINS BRASS GLOBE VALVE

THE name "Jenkins" within a Diamond Mark with the Jenkins signature beneath—a guarantee of a valve designed and proportioned for the **maximum** service, a valve that is safe and dependable even under the most severe conditions of usage.

Jenkins Valves are the perfected result of some 58 years' valve manufacturing experience. The line is complete—a dependable valve for every service.

Fill every valve order with Jenkins Diamond Marked Valves.

Jenkins Bros
LIMITED
Head Office and Works: 103 St Remi St. Montreal Can.
TORONTO WINNIPEG VANCOUVER
EUROPEAN BRANCH 6 GREAT QUEEN ST. KINGSWAY, LONDON, W.C.2 ENG.
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

We'll Lend You Our Experience

WE HAVE acquired valuable experience in judging the lines that will sell among the almost unbelievably large quantity of lines offered in the Canadian hardware market. We have a full appreciation of your judgment, experience and good buying—but you're busy. We know the problems and trials of the retail store. Let us take the burden of careful, reliable, selections of well-known salable goods. Write us an outline of your wants to-day.

Thos. Birkett & Son Co.,
Limited
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

Quick Shipments
— OF —
Baseball Bats

We are prepared to ship quickly on rush orders, or on deferred shipment, beautifully made baseball bats. These are excellent in balance and weight and made from the finest clear, straight-grained White Ash.

We also make Handles: Axe, Hammer, Peavy, Pick and Cant Dog Handles of the finest Second Growth Hickory, White Ash and Maple.

Write to-day for details and prices.

Darrah Bros.
Sutton, Que.

If interested tear out this page and place with letters to be answered.

We Stock Best Sellers For The Retail Trade

Co-operation and service to the dealer have always been a first consideration with Caverhill, Learmont & Company. We carefully select lines that will sell with satisfaction—good, reliable lines of dependable goods.

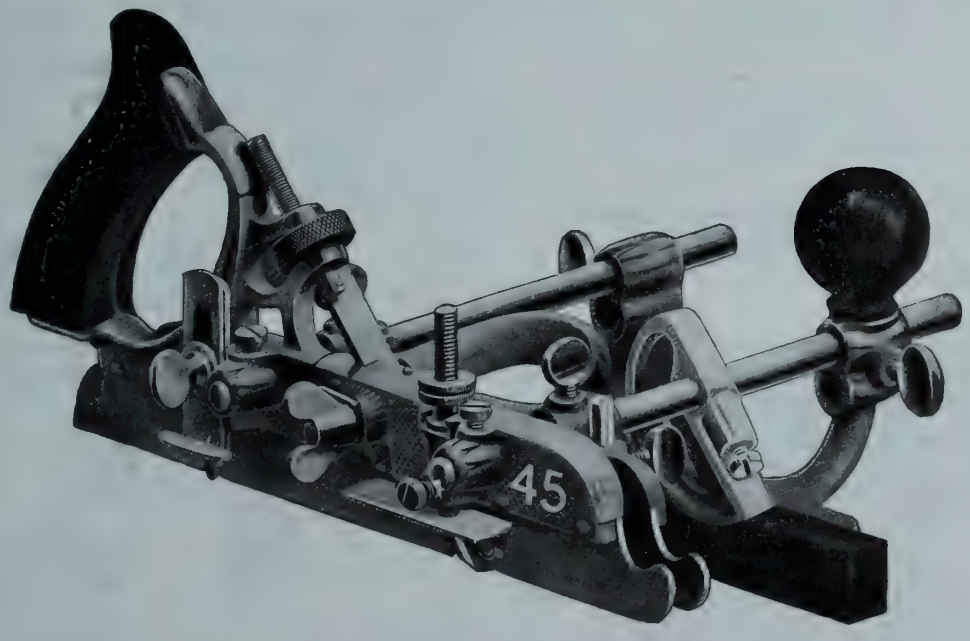
The merchant who orders through us is assured of standard, well-known goods that satisfy his customers, give gratifying service in use, and reflect favorably on the merchant in repeat business and permanent, satisfied customers. Write us about Stanley Tools or any line that interests you.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

1922 is a Building Year



Caverhill, Learmont & Co.

MONTREAL

Packard Cars at Ford Prices

Is what handling the famous

LOCOMOTIVE ELECTRIC WASHER

now made entirely in BRANTFORD, ONTARIO, is going to mean for every dealer and distributor.

This EIGHT SHEET, ALL METAL, CABINET TYPE electric washer equipped with a HEATER under the flat bottomed copper tub boiling and washing the clothes at one operation has every feature of value of every electric washer made embodied in it in its best form besides many exclusive and superior talking points of merit of its own. To introduce we will send one sample to the first dealer in each district at the jobbers' price of $125.00 less five per cent. for cash with order. Ontario Hydro Official Report No 306 says:—

"Current consumed under severe operating conditions four and one half amperes," or less than the electric iron.

Write or wire for propositions stating territory and number of machines you can sell in a year.

Brantford Washing Machine Co., Ltd.

BRANTFORD - - CANADA

Standard for two Generations

CANE'S

Wooden Washtubs (*all sizes*)
Star Brand Clothes Pegs
Washboards

Improved Globe (zinc) **Original Globe (zinc)** (*heavy back*)

Diamond King (glass) **Western King (enamel)**

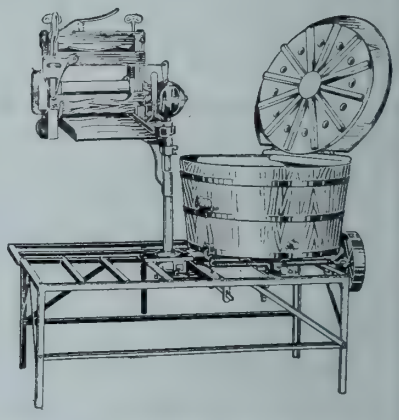
Pony (small size)

Order from your jobber. He has these Standard Lines.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

Every Hardware Store Will Sell Washers

Make your store famous for having the handiest, most complete, practical washer in your town. The price is away down, and gives you a good profit. It is a washer you can sell conscientiously knowing your customer is getting **full value.**

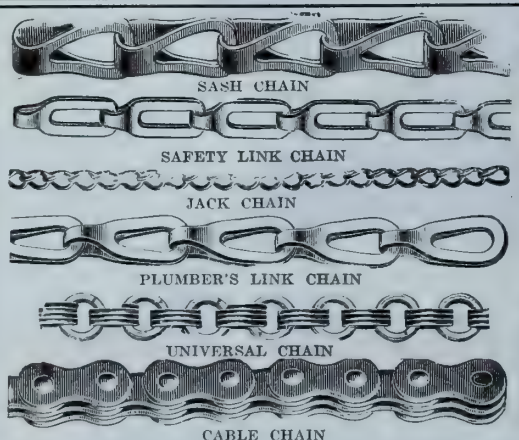


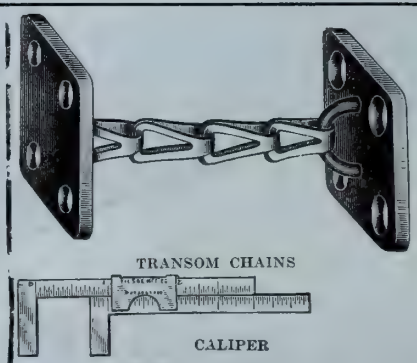
LIBERTY WASHER

Beats Them All for
PRICE, QUALITY and SERVICE

There are a lot of selling points in favor of the Liberty Washer. Write us for Particulars, Prices and Terms.

A. R. LUNDY
257 King St. West - Toronto





THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U. S. A.

EMERSON & FISHER, LTD., -:- ST. JOHN, N. B.

Dealers in

Shelf and Kitchen HARDWARE

A large, well assorted stock, comprising the most dependable lines, keeps us well abreast of all demands.

Cutlery

In this department, a full range of Kitchen, Table and Pocket Cutlery, Old Style and Safety Razors, from leading manufacturers in England, Canada and the United States, awaits your commands.

Automobile Accessories and Supplies

Cord and Fabric Tires, Inner Tubes, Tire Patching and Repair Outfits, Vulcanizers, Spark Plugs, Horns, Running-Board Mats, Wrenches, Wrench Sets, Repair Kits, Brake Lining, Gaskets, Spot Lights, Search Lights, Light Bulbs, Flashlights, Lubricants, Car Finishes and Cleaners, Jacks, Tire Pumps, Grease Pumps; in fact everything in Automobile Accessories and Supplies. Ask for our new catalogue.

Your Orders and inquiries will receive Prompt and Careful Attention. Let Us Hear From You.

EMERSON & FISHER, LTD.

St. John, N. B.

If interested tear out this page and place with letters to be answered

Free to You!

This Money-making Display Cabinet That Sells—

Blue Nose Oak Leather Strips

This makes money for every hardware and general store. It puts it right up to people in your store—reminds them of their need. Show them that "Blue Nose Oak" Leather Strips are cut from the best part of the best packer steer hides, long time tannage in the good old-fashioned way which insures the best wearing qualities—while cut soles, being small, are naturally cut from the more inferior part of the sides.

Point out that "Blue Nose Oak" Strips will cut more economically and wear longer than ordinary cut soles.

Let this extra salesman work for you a short time and you'll soon be ordering strips again—your jobber should carry this line—if not write us direct enclosing us his name.

The Logan
Lyon's Brook

Read How This Merchant Made Money

February 13th, 1922.

The Logan Tanneries, Ltd.

Dear Sirs:

Your favor of a recent date came to hand in due time. With reference to your leather would say that the different grades of your leather are giving satisfaction; have heard many of our customers give it great praise and none, to my knowledge, has found fault with it. The case in which the leather is put up is an A1 idea and the manner in which it is cut is most convenient to the seller and is practically wasteless to the buyer. In my opinion you are perfectly safe in standing back of "BLUE NOSE OAK."

Yours very truly,
W. J. McDONALD,
Per V. A. McLellan, Manager.

Tanneries Limited

Nova Scotia

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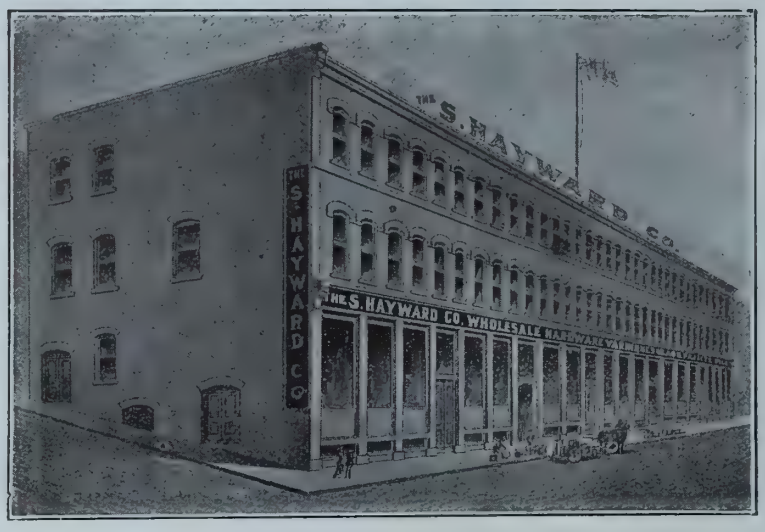
The S. Hayward Co.

(FIFTY YEARS IN BUSINESS)

Hardware Merchants

WHOLESALE EXCLUSIVELY



30-52 Canterbury Street, St. John, N.B.

THE ambitions of the founders of this business were to select the goods of highest quality and most staple demand from the offerings of the markets of the world.

Our one aim has always been—"prompt and efficient service at lowest prices consistent with quality." Our constantly increasing trade bears evidence of our success in this regard. With half a century's experience behind us we are in a better position than ever before to serve the Hardware Trade of the Maritime Provinces.

Send us your order today and prove our claims.

Geo. C. Weldon, President H. N. Coates, Treasurer

G. H. Burnett, Secretary

Established 1870 Incorporated 1895

If interested tear out this page and place with letters to be answered

CAMPBELL & FOWLER EDGE TOOLS

Our XXX double bit axe is also made of the very highest grade of Crucible Cast Steel and each bit is separately tempered, which insures them to be of equal temper, as most double bit axes do not contain the same temper point in each bit.
This axe when handled will balance perfectly and each bit will line up true with the handle. Our axes are supplied in any pattern required.

Our XXX single bit axe is made of the very best grade of Crucible Cast Steel, by men WHO KNOW HOW, under the most rigid inspection and therefore we can safely guarantee every axe to give perfect satisfaction. Every XXX axe is ground to a keen cutting edge ready for work, which saves the chopper the usual grinding necessary on other makes. We supply these axes in any pattern required for your trade.

Our Special Hudson Bay Axe is much wider across the eye than the regular pattern, which gives more support on each side of the handle and prevents the handle from getting loose or breaking, which is the case with the old style Hudson Bay Axe. Patent applied for.

A SELECTION of four favorites. Have you these in stock? Campbell and Fowler Edge Tools have been standard for over fifty years.
Don't be modest about displaying these lines. Get 'em into your windows and on your show racks. Our long experience is your guarantee.

We also manufacture:
Socket Firmer Chisels
Framing Chisels
Draw Knives
Boys', Hunter and Bench Axes
Hatchets
Automobile Springs

Campbell & Fowler Ltd.

St. John Sole Makers XXX Tools **N. B.**

Campbell's Patent XXX Hammer Poll Axe is made with a piece of 1¾ in. best cast steel, fitted and welded solidly into the poll of the axe. Cannot break as it is properly welded and tempered. This axe will not flatten out, and has the durability and cutting qualities which have made our XXX Tools famous. Will balance perfectly on the handle; will chop easier than a light poll axe and has a thin, keen edge which it will retain.

SALES AGENTS:

Manitoba and West

F. G. Maxwell & Co.

707 Union Trust Building

WINNIPEG

Ontario and Quebec

T. Mortimer & Co.

Empire Building

TORONTO

If interested tear out this page and place with letters to be answered

When You Think of HARDWARE

THINK OF
W. H. THORNE & CO., LTD.
ST. JOHN, N. B.

General Hardware Dealers

Mill Supplies, Belting. Paints, Oils, Plate Glass, Window Glass. Chains, Cordage, Fishermen's Supplies. Building Materials, including Building Brick, Plaster, Plastering Hair, Lime, Cement. Fire Brick, Fire Clay.

Also

Silverware, Cut Glass, Ornamental Brassware. Table Cutlery, Pocket Cutlery. Kitchen Hardware.

Automotive Supplies

of which our stock is exceptionally large and complete, embracing every requirement of the car owner and garage man.

Sporting Goods Department

The finest, largest and most completely stocked department of the kind in Eastern Canada, our lines including Spalding & Brothers' Sporting and Athletic Goods for which we are agents. Also, Guns, Rifles and Sporting Ammunition. Fishing Tackle, etc.

Also, we are distributors for the Maritime Provinces for

The New Edison

"The Phonograph with a Soul," and for the Edison Diamond Amberola, for both of which we carry a large and widely varied stock of Re-Creations and Records.

Drop in and see us when you're in St. John. For information, or quotations, write or wire

W. H. THORNE & CO., LTD.
Hardware Merchants **ST. JOHN, N. B.**

We are Jobbers of Everything in —

Write for Auto-Accessory Catalogue

Shelf and Heavy Hardware, Paints, Oil and Glass, Cement, Lime, Plaster, Shingles, Roofing, Plumbing and Electrical Goods, Automobile Accessories, Etc.

If you, Mr. Dealer, are located in that section of The Maritimes which we serve and are not acquainted with the completeness of our facilities for handling your orders promptly, satisfactorily, and at prices that will prove attractive, we would like to get in touch with you. Drop us a line and our representative will call, or send us a "sample" order by mail.

SUMNER CO. LIMITED MPANY

MAIN STREET - - MONCTON, N.B.

Shelf and Heavy Hardware

Sporting Goods
Crown Diamond Paints
Blacksmith Supplies

We carry a large and complete stock and take real pride and pleasure in proving ability to back our claim that we can render the best possible service to the trade in the Maritime Provinces.

Robertson, Foster & Smith, Ltd.
St. John, N.B.

FENCING FOR EVERYBODY

Each year sees a larger demand for GOOD Wire Fencing. Every farmer sooner or later feels the need for fencing. Sell MARITIME Wire Fencing—it's the best that's made—Lock Joints,—properly Galvanized—gives the long service farmers want.

Write for prices and information to

New Brunswick Wire Fence Co.,
LIMITED
Moncton . . . N. B.

May we quote you on

Monarch Brand
WIRE NAILS and STAPLES

All sizes and gauges. Particular attention to Special and Box Nails for Machine Driving.

WIRE

Bright and Annealed Coils, 50 lbs. net. Cut and Straightened and Bale Ties, Stove Pipe Wire, Fine Wires, all sizes to 32 gauge, including copper coated. Pulp Baling Wire Special.

Maritime Nail Co., Limited
St. John, N. B.
Branch, Montreal

Western Representative:
H. CUNNINGHAM, 202 Oak Ave., Norwood, Winnipeg, Man.

If interested tear out this page and place with letters to be answered

The Old Reliables, Blenkhorn Axes,

are still without a peer in Quality.

Our double bitted axes are extremely popular with the lumbermen. In considering your season's requirements don't overlook our axes; they will prove themselves still worthy of your trust.

Manufactured by

Blenkhorn & Sons,
Canning N. S.

"Kingfisher"
Brand

Picks, Mattocks, Stove Shovels

Quality and Finish better than ordinary

Riverbank Manufacturing Co.,
Limited
New Glasgow, N.S.

WALTER WILSON & SON

Manufacturers of High Grade Saws

Established 1845 St. John, N. B.

Circular, Gang, Cross Cut Saws. Inserted Tooth Saws Bits and Shanks.

BAND WOOD CE IRON CUTTING **SAWS**

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

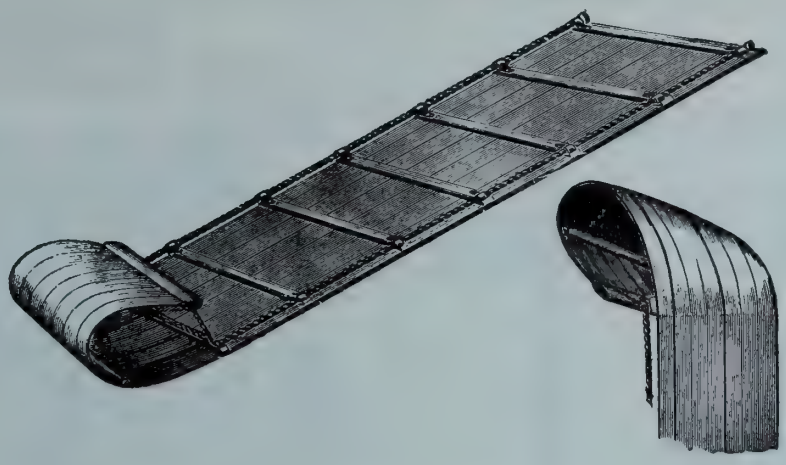
Hardware and Metal is the only weekly hardware paper in Canada.

The Poor Fish!

Let us aid you in completing your stock of Trout and Salmon Flies, Hooks to Gut, Casts, Rods, Reels, Lines, Fish Hooks, etc., and possibly other items that you have been looking for and cannot procure. A large stock at right prices.

All sorts of HARDWARE NEEDLES
Sail, Pack, Harness, etc.
Deep Sea Fishing Supplies and Marine Hardware

Frank Fales & Sons, Ltd.
61 Dock Street St. John, N.B.



Prepare Now for a Profitable Turnover Next Season

Winter sports of every kind including Tobogganing, Skiing, Snow-shoeing, etc. attract the majority of the active youth, and even the older persons. Consequently those merchants who are really alive to the situation will not neglect to stock:—

Toboggans
Toboggan Cushions
Skis
Ski Bindings
Snow-Shoes
Snow-Carts
Bobsleighs
Sleighs

You are sure to reap a financial reward from such sales.
"Gignacs" have a reputation as manufacturers of Reliable products and you will not regret after handling this line.

J. H. Gignac, Limited

The Largest Manufacturers of Toboggans in Canada
General Office: 142 Church St., Quebec

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

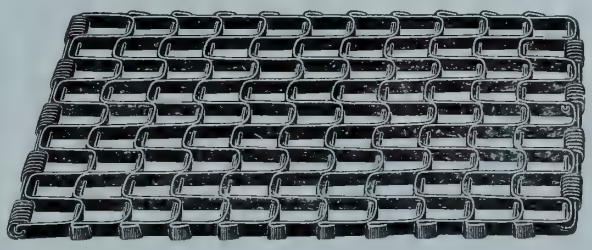
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.



Flexible—Reversible KEYSTONE Steel Mats and Matting

These are clean, efficient Mats. The upright edges clean boots effectively. Yet do not fill up like fibre mats. It is only necessary to lift the mat and sweep away accumulated mud and dirt.

They come in one hundred foot rolls, all widths, from which are made complete mats, any length.

Stock sizes Nos. 1 to 8. Write for more details, also full particulars of our fast selling Automobile Mat and Ideal (Rigid) Wire Door Mats.

PORT HOPE Mat & Mfg. Company

Port Hope, Ontario

Shingle Saw

CIRCULAR SAWS

Solid Tooth - Inserted Tooth

Edger, Shingle, Grooving, Concave and Band Saws, Wood Saw Blades.

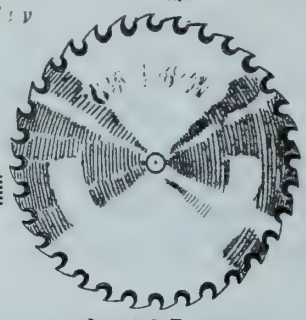
Quality and Prompt Delivery

are first principles with us. In ordering from us you have confidence that you'll get your order filled promptly and that the goods will be dependable, quick-cutting, flawless saws when you get them.

We Warrant Every Saw

La MANUFACTURE
De SCIES De LEVIS

Levis, Quebec, Canada



Inserted Tooth Saw

THE MOWER

This cut is from the Statuette by the Canadian Sculptor, Edgar L. Laur

Look at The Man—He's In Action!

That makes his scythe and snath effective. No snath or scythe can be useful or profitable while it is standing still. Book your snaths now to get the earliest sales. Advertise and display them so that they keep moving—only moving scythes and snaths cut a wide swath and harvest big profits. Get action.—Write your jobber.

DOMINION SNATH CO., LIMITED.
WATERVILLE, QUEBEC.

A WONDERFUL SELLER!

The Premax

HANDY 8 WRENCH SET

A complete set of eight practical wrenches at the cost of one. Well-made of substantial steel, attractively nickeled. Universally useful, readily sold.

A surprisingly profitable item.

Ask your jobber or write for prices.

NIAGARA METAL STAMPING CORP.
Niagara Falls, N.Y., U.S.A.

Division M
Eastern Canadian Representative: R. R. Labelle, P. O. Box 1528, Montreal, Que.

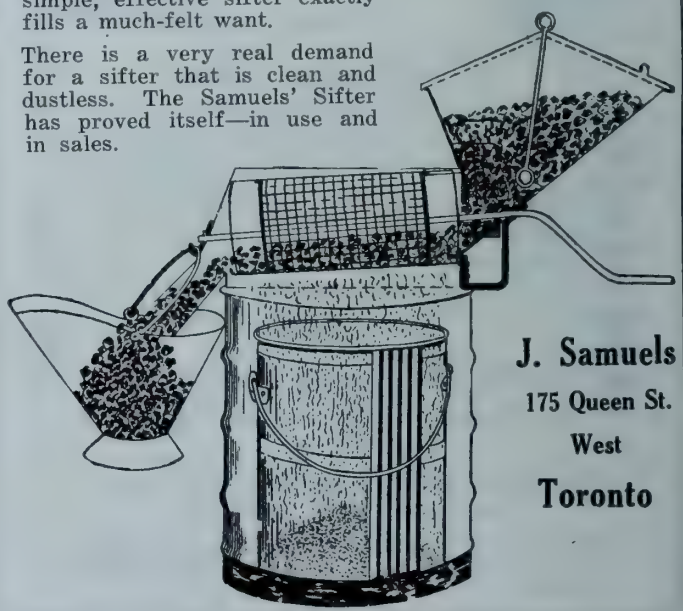
Your Customers will Buy

Samuels' Dustless Ash-Sifter

Because It Saves Time, Money, Trouble, Clothes, Annoyance, Fuss and Dirt.

Hardware merchants who have handled the Samuels' Sifter attribute the splendid sales they have enjoyed to the fact that this clean, simple, effective sifter exactly fills a much-felt want.

There is a very real demand for a sifter that is clean and dustless. The Samuels' Sifter has proved itself—in use and in sales.



J. Samuels
175 Queen St. West
Toronto

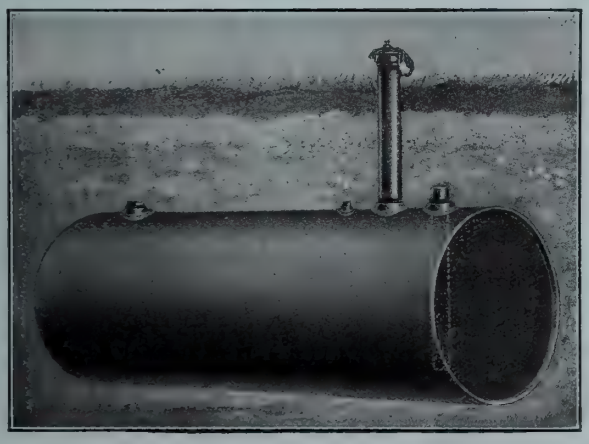
Beath Steel Barrels

Ensure against loss by always insisting upon your liquids being shipped to you in Beath Steel Barrels.

They give many years of service. Made in capacities 5 gals. to 92 gals. in types to suit every kind of product. All joints welded. Will not leak under the hardest usage and ensure safe deliveries without loss. Handle Beath Barrels—once tried always used. Write for catalogues and prices.

Underground Storage Tanks

For Gasoline, Kerosene Lubricating and Fuel Oils



You never wonder whether the Beath Tank is leaking or not when it is out of your sight underground.

It is absolutely leak proof, meeting every requirement of underwriters' Laboratories. Built of best quality open hearth soft steel plates, heavily galvanized, ensuring against possibility of corrosion inside or outside of tank; all flanges and seams are above the liquid and oxy-acetylene welded. After the most careful test (by compressed air) every tank is heavily coated with asphaltum paint and labelled by underwriters.

Built in sizes 54 to 1,000 gallons. Standard fittings for these tanks are supplied if desired—suction pipe, fill pipe with cap, strainer and lock.

Write for full particulars and prices—

W. D. Beath & Son, Limited

394 Symington Ave.
Toronto

180 St. James St.
Montreal

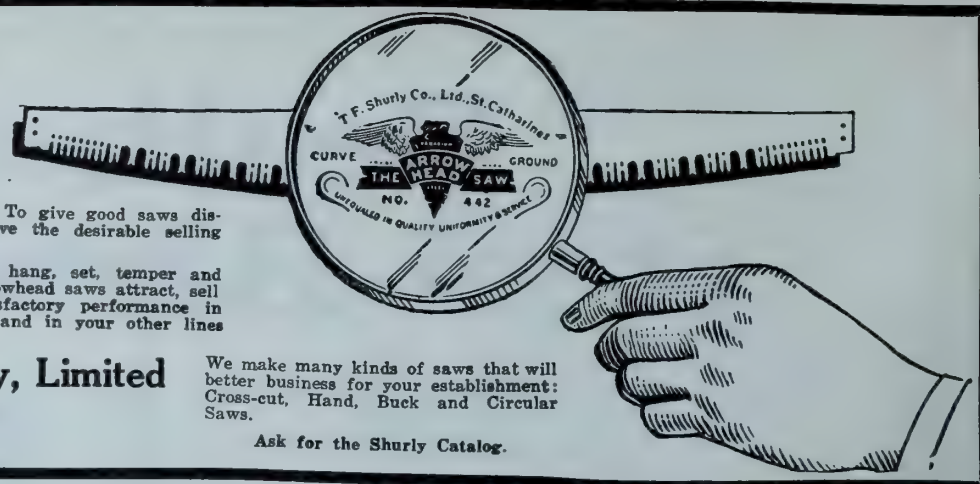
If interested tear out this page and place with letters to be answered

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

— with a proven selling record

Eureka
Post Hole Digger

This handy tool pretty nearly speaks for itself. Sharp, correctly shaped and ground blades, and a convenient, well shaped handle make this a much liked, and quickly bought, Post Hole Digger. Show these in your window—it pays.

Order Early and Meet the Demand in Season

Otterville Mfg. Co.
LIMITED
Otterville - Ontario

Thick and Durable—Will Not Warp or Split

THE "STANDARD"

Superior Fibre Chair Seats

These reliable, fibre chair seats are made of extra thick material and will outlast four ordinary chair seats. Our "Standard" process prevents the warping or splitting as veneer seats do, and these excellently finished seats will not damage clothes by rust or tearing as is done by metal seats. The embossing and designs are exceptionally good and favorably impress your customers from the first. Write your jobber for information and prices.

United Chair Seat & Novelty Co., 1570 Gates Ave., Brooklyn, N.Y.

Canadian Representatives:

G. S. Whitaker & Co., 8 Colborne Street, Toronto, Can.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

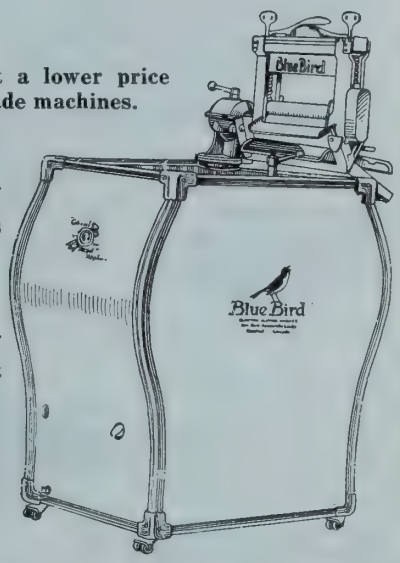
Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

THE "COLONIAL MAID"

Blue Bird

ELECTRIC CLOTHES WASHER

The Aristocrat of the Washing Machine Field



Now sold retail at a lower price than other high-grade machines.

Gives the best dealer proposition in this market.

Sold only to authorized dealers direct from factory.

Fully Guaranteed.

Write at once for our New Exclusive Dealer Proposition.

BLUE BIRD CORPORATION LIMITED

Dept. D. BRANTFORD, ONT.

TRIMO

THE WORD TRIMO

Pipe Wrench

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Nut Wrench

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

MANUFACTURERS

TRADE MARK Red Devil Tools

This "Red Devil" Easel Board Will Boost Your Tool Sales

AN assortment of the most popular styles of "Red Devil" Slip Joint Pliers mounted on an attractive display board, 8 x 24 inches, of three-ply veneer. A handsome addition to your store.

You can interest every mechanic, electrician, motorist and householder with this unusual display. Feature it prominently in your window or show case and watch your sales go up. **No selling expense—requires no attention.**

Each board contains nine pliers neatly mounted, with prices plainly indicated—balance of fifteen pliers are shipped loose, and are for your stock. **You carry a complete stock of pliers without overstocking yourself. Send for literature.**

SMITH & HEMENWAY CO., INC.

Manufacturers of "Red Devil" Tools

89 COIT STREET IRVINGTON, N. J.

If interested tear out this page and place with letters to be answered

OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

—when they ask for a

BROOM

Say--

Here is a broom that will serve you well. We guarantee it to sweep clean. It will not shed straws if properly treated. The handle is strong, but light, and makes sweeping a pleasure.

Point out the fine quality of the broom corn and how securely it is tied and wired. When you say this you are not in the least exaggerating the quality of **Waterloo Broom & Brush Company brooms.** Combined with the effective salesmanship of the merchant and his staff, it cannot fail to produce sales.

RESULT—Satisfied customers, and this means repeat business. **ORDER TO-DAY—PRICE ALWAYS RIGHT.**

Waterloo Broom & Brush Co., Ltd.

Waterloo, Ontario

Telephone 286

PUMPS

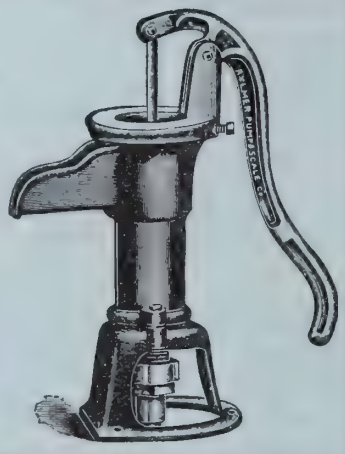
For All Purposes

Force, Lift, Cistern and Windmill Pumps.

Pump Jacks, Cylinders, etc.

Write for catalogue.

Immediate Delivery



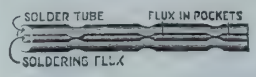
AYLMER PUMP & SCALE CO.

AYLMER, ONTARIO

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

— a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of genuine tin-and-lead solder. In great demand by all solder users because it saves two-thirds of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.



Sectional view. Note flux in pockets.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

Chicago Solder Co.

4225 Wrightwood Ave., Chicago, U.S.A.

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

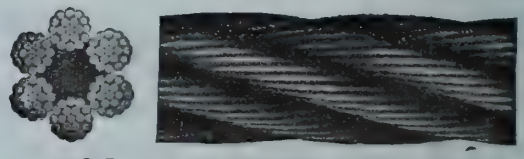
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

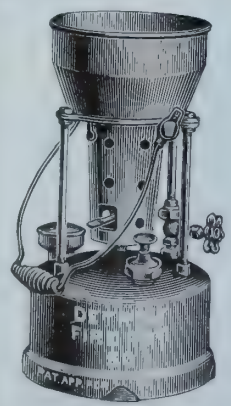
Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.

HAMILTON

Stocks carried in Montreal. J. H. Hanson Co., Ltd., Agents.



PLUMBER'S FIRE POT

NO. 50

This pot is the latest improved plumber's gasoline fire pot. Tank is made of heavy drawn steel, galvanized inside and out to prevent rust. Large filler funnel with dust-proof cap; heavy malleable top plate; heavy upright; one-piece drawn shield; automatic safety pump of large size. Adjustable needle valve regulates the fire. The new style generator can easily be removed and cleaned without taking off the coil cup, top plate or uprights. Simply unscrew the union and generator can be lifted out, thus eliminating the dismantling of the fire pot.

MANUFACTURED BY

Detroit Torch & Mfg. Co.

Detroit, Mich.

TROJAN COLD ROLLED STEEL BAND

Plain & Galvanized

BOX STRAPPING

FOR DOMESTIC AND EXPORT TRADE

PACKING ROOM SUPPLIES

WIRE TAG FASTENERS

CLUTCH NAILS

LEAD SEALS

PAIL HOOKS

BALING IRON AND BUCKLES

J. N. WARMINTON & CO. **MONTREAL**

If interested tear out this page and place with letters to be answered

NORTHLAND SKIS Are Sales Getters

Clear, clean-grained hickory, ash and maple—Sturdy and well-made—That's NORTHLAND—And they don't splinter.

Write for catalog NOW of

World's Largest Ski Manufacturers **Skis--snowshoes--toboggans and accessories**

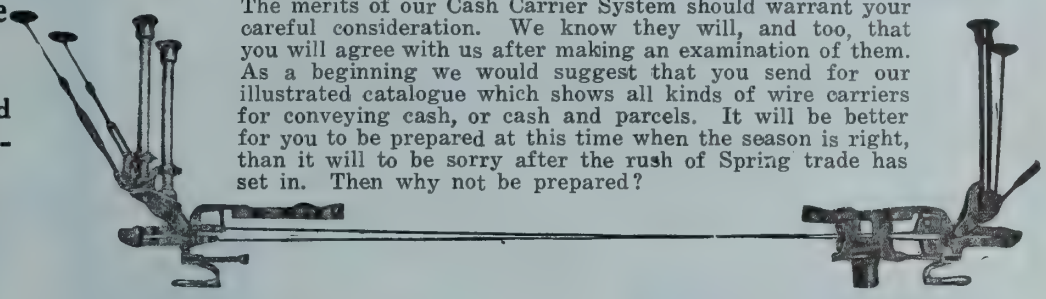
NORTHLAND SKI MFG. CO. **23 Merriam Park, St. Paul, Minn.**

Why Not Have a Double Check on all Sales?

All kinds of Wire Cash and Parcel Carriers and Pneumatic Tubes.

Gipe-Hazard Store Service Co., Limited

113 SUMACH ST., TORONTO, ONT.



The merits of our Cash Carrier System should warrant your careful consideration. We know they will, and too, that you will agree with us after making an examination of them. As a beginning we would suggest that you send for our illustrated catalogue which shows all kinds of wire carriers for conveying cash, or cash and parcels. It will be better for you to be prepared at this time when the season is right, than it will to be sorry after the rush of Spring trade has set in. Then why not be prepared?

SIMONDS "The Saw Makers"

The Perfect Saw That's Backed By a Strong Guarantee

Crescent Ground Cross-Cut SAWS

Because of their edge-holding qualities and cutting ability Simonds Crescent Ground Cross-Cut Saws are in big demand.

Hardware dealers who want a share of the cross-cut saw sales should place their orders for Simonds now. The Crescent Ground Cross-Cut is the saw woodsmen use.

Write for Catalog and selling proposition.

Simonds Canada Saw Co. Ltd.

"The Saw Makers"

Montreal, Que.
St. John, N.B.
Vancouver, B.C.

Desolvo Clears Clogged Pipe

Sells on Service—Requires No Long Talk

Desolvo is a time and money-saver for the plumber. It does a better job in less time. Desolvo mixes readily with cold water, generating heat that quickly thaws frozen pipe. It pays to keep Desolvo on hand to shorten your time on such jobs and for profitable sales to customers. Order from your jobbers.

PRICE REDUCED JAN. 1st.

The Chamberlain Desolvo Co., Limited

109 Church Street, Toronto

General Offices: Pittsburg, Pa.

Eastern Canada Representatives: Richardson and Bureau, 55 St. Francis Xavier Street, Montreal.
Ontario Representative: L. F. Mayne, 875 Trafalgar St., London, Ontario.
Western Canada Representatives: N. D. McPhail & Co., Standard Bank Bldg., Vancouver, B. C.

Old Reliable

NEW PERFECTION

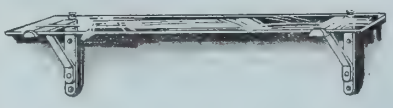
Sprayers

Fully Guaranteed
Sell Best Everywhere
Ask your jobber

For spraying trees, shrubs, vines, field crops, green houses and poultry houses; for applying Paris green, arsenate of lead, bordeaux, lime and sulphur emulsions, disinfectants, cattle-fly oil, whitewash, cold water paints, etc.

Supplied with regular equipment or special equipment and extras.

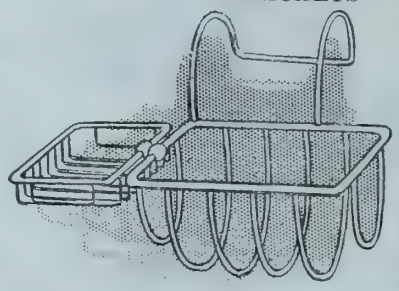
The New Perfection Sprayer Co.
GALT, ONTARIO



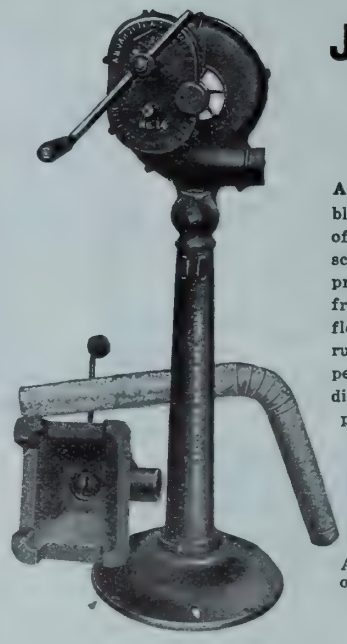
Our Specialty
Glass Shelves
FINEST QUALITY
LOWEST PRICE
Nickeled or White
BRACKETS

The Finest Line
Bathroom Fixtures
Lowest Price

Get our prices and catalogue.



W. G. COLE
74 Delaware Ave.
Hamilton - Ont.



JARDINE
Pedestal
Blower

A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

Quick Shipments
-of-
VIKO
Aluminum Ware

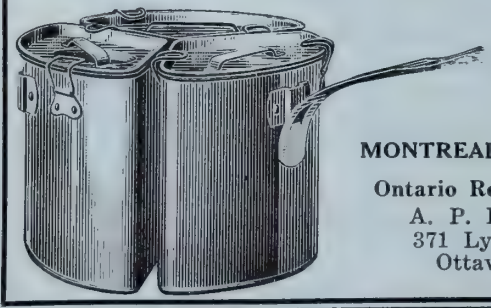
Make this popular Aluminum your leader in your kitchenware department and you will build soundly and surely for the future.

There is a VIKO utensil for every kitchen need, and VIKO is the largest and most complete line of aluminum ware in the world.

Your profits depend on a quick turnover, and national advertising is paving the way for VIKO sales.

We carry complete stocks in Montreal and make immediate shipments of orders.

Join the prosperous family of VIKO dealers.



HURTUBISE LIMITED

222 Notre Dame Street West
MONTREAL - - CANADA

Ontario Representative:
A. P. HOPKINS,
371 Lyon Street,
Ottawa, Ont.

Maritime Representative:
H. E. FRYE,
Box 61,
Moncton, N.B.

If interested tear out this page and place with letters to be answered

The Big Feature
Garden Hose Line for 1922

"DUNLOP CORD" HOSE

The popular 12-sided design

The Improved Corrugated design

WHILE Moulded Hose—somewhat similar in appearance to Dunlop Cord Hose—has been on the market a number of years, the new process for making a Moulded Hose, introduced by Dunlop, has revolutionized Hose-making in the same degree as the Dunlop Cord Tire method revolutionized tire-making.

Dunlop Cord Hose is:

Extra Sturdy.
Absolutely Seamless.
Non-Kinkable.
Corrugated and 12-sided Designs.
Light and Flexible.
Inseparably United.
Made in long lengths and the popular 5/8" size. The only hose of its kind made in Canada by an exclusive process.

Other Brands of Dunlop easy-to-sell Garden Hose are:—"Dunlop Extra," "Peerless," "Ideal Kant Kink," and "Banner."

With this fine Hose line-up and a little extra attention to Hose Sales this year, you should be able to realize a nice tidy profit.

You are invited to write our Hose Service Department for full particulars and prices.

DUNLOP TIRE & RUBBER GOODS CO., LIMITED

Head Office and Factories: Toronto **Branches in the Leading Cities**

If interested tear out this page and place with letters to be answered

Let Every Hardware Dealer

identify his store as headquarters for

Specialize on CORDS

"Gutta Percha" Tires

They will give prestige to any dealer who handles them. Standard in price, super-standard in quality. They pay a good profit and give no trouble.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches in all Leading Cities in Canada

If interested tear out this page and place with letters to be answered

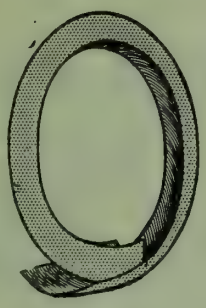
When a Motorist is in Trouble—He is too mad to put up with any poor quality in Accessories

Bear in mind that you must sell the BEST, for if accessories go wrong, your reputation as a reliable dealer suffers. Make things safe for all concerned—

Sell ("Gutta Percha") Accessories

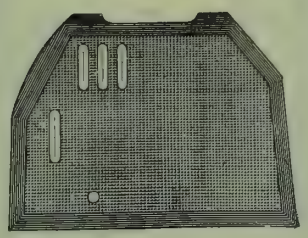
RELINERS

They make it safe for old casings about to shoot a blow-out. Gutta Percha Reliners should be in every tourist's kit.



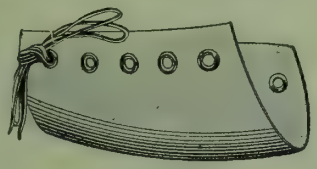
Wind and Heat Proof Mats for FORD CARS

These patented mats prevent hot air from the engine pushing up into the driver's place. Keeps feet cool and keeps out engine odors.



LACE-ON BOOTS

Many a man has been thankful for a lace-on boot when he had to protect a soft spot in a casing that would make travel impossible but for this protection.



Sealtite Patches for Tube Repairs

Repairs punctures in tubes in a few moments. You simply can't go motoring without Sealtite patches.

Gutta Percha & Rubber Limited

Head Offices and Factory, Toronto

Branches in all Leading Cities of Canada

If interested tear out this page and place with letters to be answered

The Modern Beast of Burden

Ford One Ton Truck

Ford Motor Company of Canada, Limited, Ford, Ontario

118

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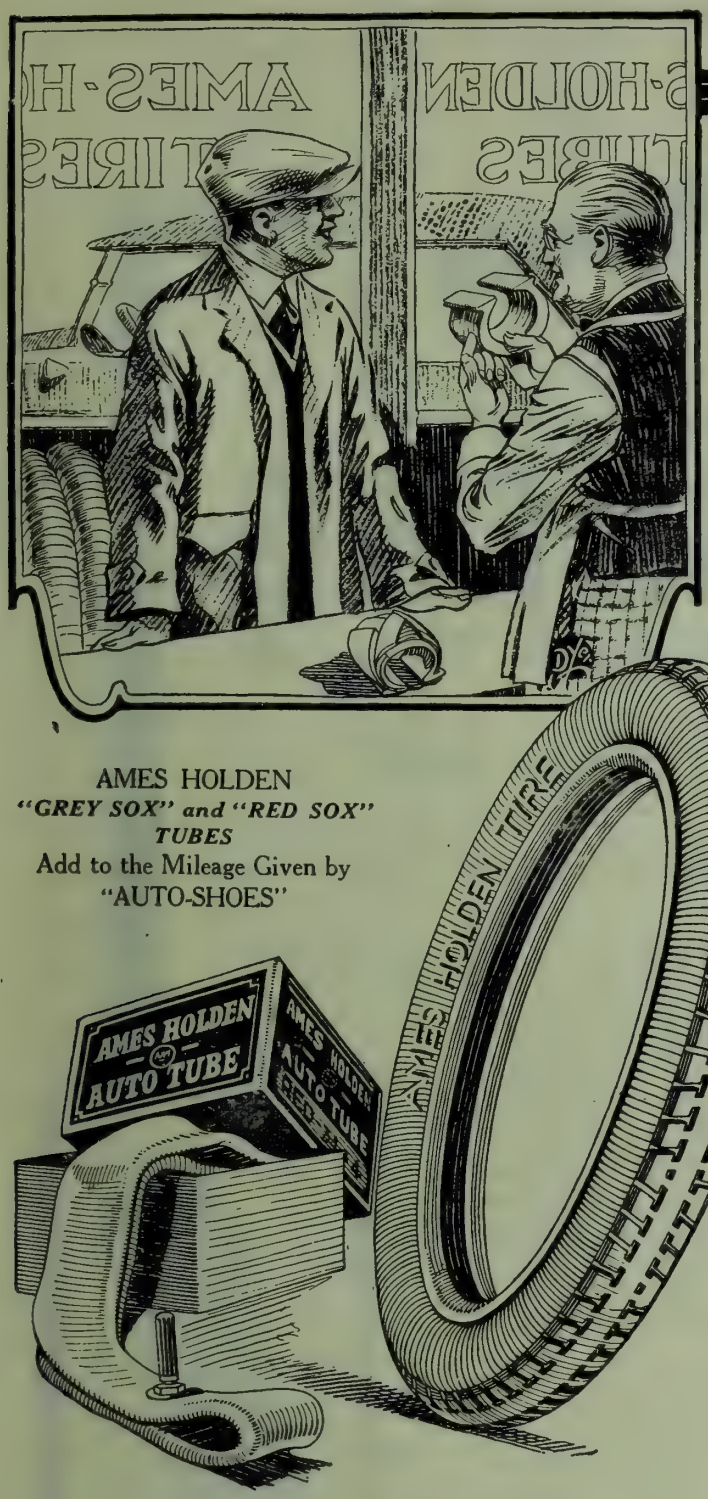


AMES HOLDEN
"GREY SOX" and "RED SOX"
TUBES
Add to the Mileage Given by
"AUTO-SHOES"

AHM System

Another Motorist "Compares the Wear"

"I, the undersigned, take great pleasure in testifying that I have been using, and I venture to say abusing, Ames Holden Tires during the last year on my Chevrolet car with the greatest satisfaction.

"After driving on one of these Ames Holden Tires over ten thousand miles, one could easily notice the excellent quality of the rubber even in the deeper layers of it, which is proof in itself that only first-class material has been used in their manufacture, and I have no doubt that the economical wear and tear must be attributed to this fact."

(Signed) C. H. Grunert.

Mr. Grunert is a prominent Veterinary Surgeon at Fort Saskatchewan, Alberta.

It is no idle claim that AUTO-SHOES "cost less per mile."

AMES HOLDEN "AUTO-SHOES"

CORD AND FABRIC TIRES IN ALL STANDARD SIZES

AMES HOLDEN McCREADY LIMITED

Factory: Kitchener Ontario — Head Office: Montreal

Halifax St. John Quebec Montreal Ottawa Toronto Hamilton Kitchener London Winnipeg Regina Saskatoon Edmonton Calgary Vancouver

If interested tear out this page and place with letters to be answered

K-9 Adjustable Wrench

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

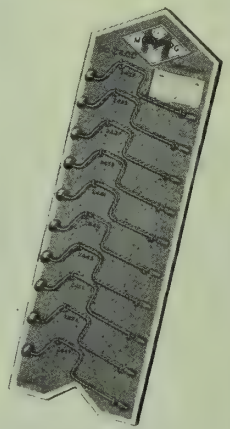
Making Sure of the Sale

The dealer who sells Mossberg All-Steel Wrenches and Tools has a remarkable certainty of completing every prospective sale.

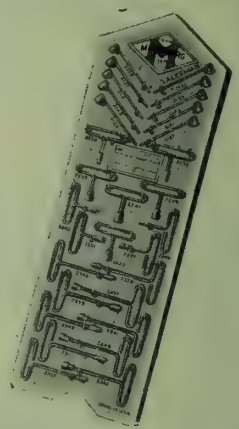
In the first place, the prestige of Mossberg Wrenches makes them easy to sell. The consumer knows their value.

Then too, the completeness of the Mossberg line helps the dealer to a great extent. No customer is turned away because the particular tool he desires is not among the stock. There is a Mossberg Wrench or Tool for every purpose.

Write for complete catalog.



2400 Salesman



"L" Salesman

BRANCH OFFICES:

Chicago, Ill., 180 No. Market St.
San Francisco, Cal., 626 Underwood Bldg.
Los Angeles, Cal., 503 Equitable Bldg.
Seattle, Wash., 214 Maritime Bldg.
Dallas, Texas, 1129 No. Beckley Ave.
Montreal, Que., 332 Bleury St.
Foreign Sales Office, 461-475 Eighth Ave., New York City.

FRANK MOSSBERG COMPANY

WRENCHSMITHS FOR 20 YEARS

LAMB STREET

ATTLEBORO MASSACHUSETTS

If interested tear out this page and place with letters to be answered

Chart of Recommendations

(Abbreviated Edition)

How to Read the Chart:

THE correct grades of Gargoyle Mobiloils for engine lubrication of both passenger and commercial cars are specified in the Chart below.

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendations should be followed during the entire period when freezing temperatures may be experienced.

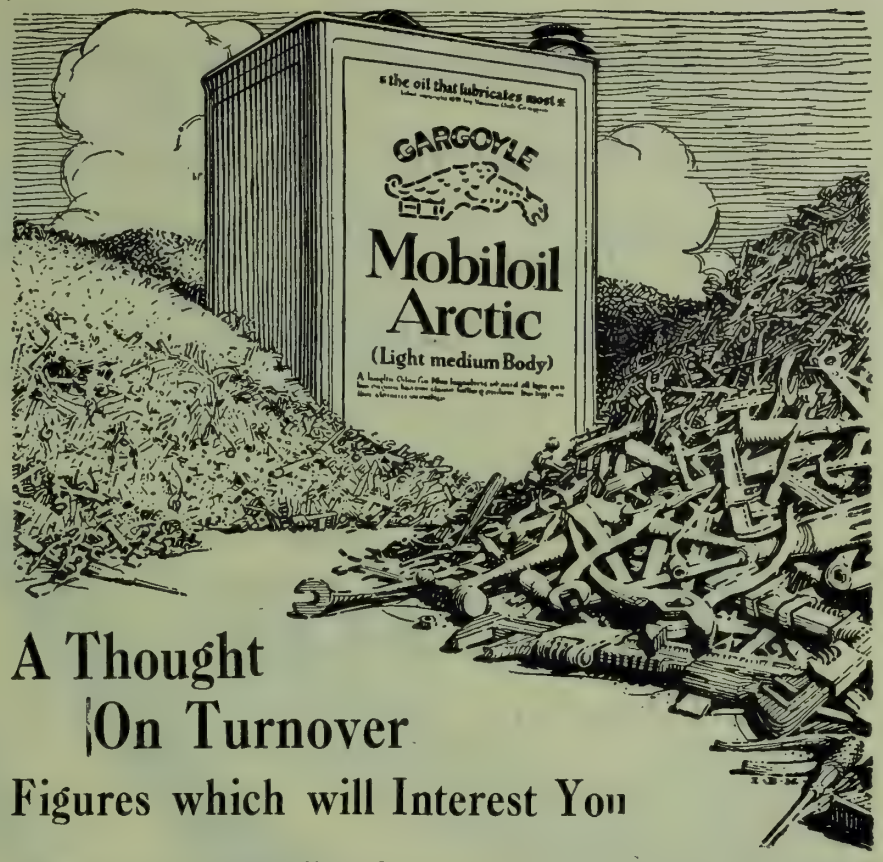
The recommendations for prominent makes of engines used in many cars are listed separately for convenience.

The Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1921		1920		1919		1918		1917	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Anderson	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Apperson (8 cyl)	A	A	A	A	A	A	A	A	A	A
" All Other Models							A	A	Arc	Arc.
Briscoe	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Chevrolet (8 cyl)					A	A	A	A	A	A
" (Model 490)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc		
Cleveland	A	Arc	A	Arc						
Cole	A	A	A	A	A	A	A	A	A	A
Columbia (Detroit)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Cunningham	A	A	A	A	A	A	A	A	A	A
Dixie Flyer	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Dodge Brothers	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Elgin	A	Arc	A	Arc			A	Arc	A	Arc.
Essex	A	Arc.	A	Arc.	A	Arc				
Federal (Model S-3C)							A	A	A	A
" (Special)							Arc	Arc		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	A	A	Arc	Arc.
Ford	E	E	E	E	E	E	E	E	E	E
Franklin	A	A	A	A	A	A	A	A	A	A
Grant (6 cyl)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (Com) (Model 12)					A	Arc				
" " All Other Models	Arc	Arc	Arc	Arc	Arc	Arc				
H. C. S.	A	A	A	A						
Haynes (6 cyl)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (12 cyl)	A	A	A	A	A	A	A	A	A	A
Holmes	A	A	B	A						
Hudson Super Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Jordan	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Kelly-Springfield	A	A	A	A	A	A	A	A	A	A
King (8 cyl)			A	A	A	A	A	A	A	A
Kissel Kar (12 cyl)							A	A	A	A
" All Other Mods	A	Arc	A	Arc			A	Arc	A	Arc.
LaFayette (Indianapolis)	A	A	A	A						
Lexington (Cont. Eng.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Liberty	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Lincoln	A	A								
Locomobile	A	E	A	E	A	E	E	E	E	E
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Monroe (Model M-3)							A	Arc	A	Arc.
" All Other Models	A	A	A	A	A	A	A	A	A	A
Nash	Arc	Arc	A	Arc	A	Arc	A	Arc		
" (Model 671)			A	A			A	A		
" (Com) (Quad)	A	A	A	A	A	A	A	A		
" (1 ton and 2 ton)	A	Arc	A	Arc	A	Arc	A	Arc		
National (6 cyl)	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
" (12 cyl)					A	A	A	A	A	A
Oakland	A	A	A	A	A	A	A	A	Arc	Arc
Oldsmobile (4 cyl)	A	Arc	A	Arc	A	Arc				
" (6 cyl)	A	A	A	A	A	A	A	A	Arc	Arc
" (8 cyl)	A	A	A	A	A	A	A	A	A	A
Overland	A	Arc	A	Arc	A	Arc	Arc	Arc	Arc	Arc
Packard	A	A	A	A	A	A	A	A	A	A
Paige (6 cyl)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Cont. Eng.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	A	A	A						
Peerless (8 cyl)	A	A	A	A	A	A	A	A	A	A
" All Other Models							Arc	Arc	Arc	Arc
Pierce-Arrow	A	A	A	A	A	A	A	A	A	A
" (Com) (5 ton)	A	A	A	A	A	A	Arc	Arc	Arc	Arc
" " All Other Mod	A	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	A
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Republic (1 and 1½ ton)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc
R & V Knight	B	A	B	A						
Saxon	A	Arc	A	Arc	E	E	E	E	E	E
Scripps-Booth (4 cyl)							Arc	Arc	A	Arc
" " All Other Models	A	A	A	A	A	A	A	A	A	A
Selden (½ ton)									A	Arc
" (5 ton)	A	A	A	A	Arc	Arc	Arc	Arc		
All Other Mods	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Stearns-Knight	B	A	B	A	B	B	A	A	A	A
Stephens	A	A	A	A	A	A	A	A	Arc	Arc
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A	A	A		
Velie (Model 34)	A	Arc	A	Arc						
" (Com) (¾ ton)					A	Arc	A	Arc		
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc		
Westcott	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
White (16 valve)					A	A	A	A	A	A
" (3 and 5 ton)	A	A	A	A	A	A				
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Willys-Knight	B	A	B	A	B	A	B	A	A	A
Willys Six					Arc	Arc	Arc	Arc	Arc	Arc
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

Prominent Makes of Engines

Beaver (Mod J-JA-JB-JC)	A	A	A	A	A	A	A	A		
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Buda (Mod ATU-BTU-CTU-DTU-ETU-FTU-HU-HTU-IU-ITU-XU-XTU-YU-YTU)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Continental (Model B2)	A	A	A	A	A	A				
" (Model T)					A	Arc	A	Arc	A	Arc
All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Falls	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
G.B & S. (Model AA)	A	A	A	A	A	A				
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Herschell-Spillman (Models JU-S-V & VA)					A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc,
Hinkley	A	A	A	A	A	A				
Northway (Mod 10B)									Arc	Arc.
" All Other Models	A	A	A	A	A	A	A	A	A	A
Waukesha (Models CU-DU-EU & FU)	A	A	A	A	A	A				
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Wesdely	A	A	A	A	A	A	A	A	A	A
Wisconsin (Mod Q & QU)					A	Arc	A	Arc	A	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A



A Thought On Turnover

Figures which will Interest You

Based on data carefully collected and compiled by a responsible farm publication, Canadian automobile owners alone annually buy 275,000 pliers, 137,500 hammers, 742,500 wrenches and 178,750 screw-drivers.

These interesting figures are all on goods with a comparatively slow turnover. Even a hard-used hammer or screw-driver certainly lasts a year. Pliers and wrenches seldom wear out before many months have passed.

Contrast with this the fact that Gargoyle Mobiloil is an everyday necessity to every automobile and get a correct idea of the profit possibilities and the rapid turnover of Gargoyle Mobiloil.

Further, the sale of Gargoyle Mobiloil, as specified by our Chart of Recommendations, helps you build up your entire trade in automobile accessories. It will add life to many of your slow-moving hardware items.

GARGOYLE

Mobiloil

Make the chart your guide

Note; Ask our Salesmen for Chart of Recommendations for your wall.

IMPERIAL OIL LIMITED

Manufacturers and marketers of Imperial Polarine Motor Oils and marketers in Canada of Gargoyle Mobiloil.

T-3073

If interested tear out this page and place with letters to be answered

Here's the fastest selling, best shooting .22 Repeating Rifle ever made,

The wonderful new

Marlin

MODEL No. 38

The *Marlin* *will sell on its exclusive features*

It has the simplest take-down—compare it with any other and see its superiority.

Every Marlin is a side-ejector. It's a safe gun. We make three fine styles of .22 caliber repeaters, all beauties, and quick sellers.

- .22 Hammerless, Slide Action Model 38
- .22 Visible Hammer, Slide Action Model 20
- .22 Lever Action, Pistol Grip Model 39

All have modern Solid-Top, Side-ejecting construction. All are *Take-Down* rifles. Action parts removable with the fingers. All use, without change or adjustment, .22 shorts .22 longs and .22 long-rifle cartridges.

Our 1922 Advertising is now in preparation. Watch for it.

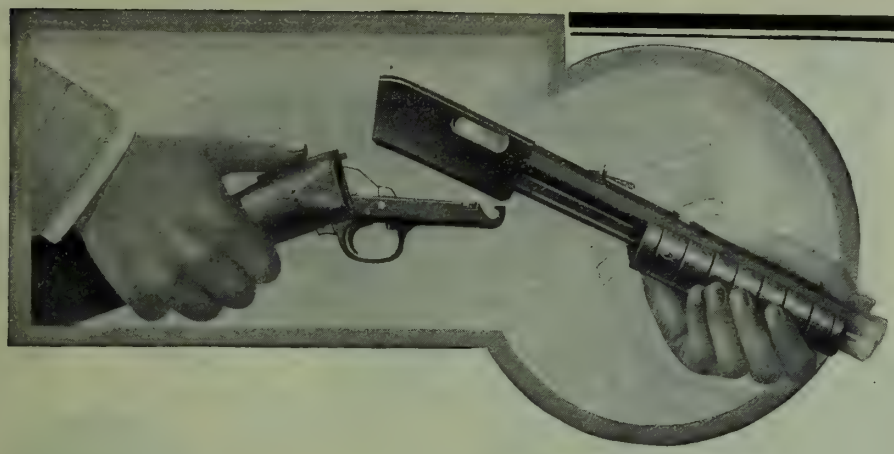
Your Jobber is now ready to send you a sample Marlin like the one shown. Write him today.

Model No. 38

The Marlin Firearms Corporation

NEW HAVEN, CONN.

If interested tear out this page and place with letters to be answered.

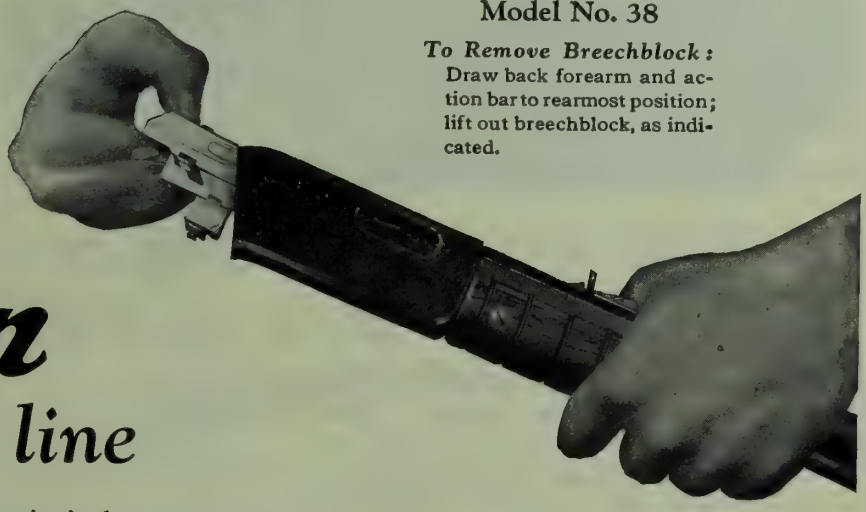


Model No. 38

To Take Down: Just draw back take-down latch button; tip forward barrel portion, and disconnect.

Model No. 38

To Remove Breechblock: Draw back forearm and action bar to rearmost position; lift out breechblock, as indicated.



The Marlin

The complete line

Not a gun in the Marlin line that isn't the most modern thing of its kind. We dropped the out-of-date top-ejecting style of rifle 33 years ago.

Marlin modern side-ejecting, repeating firearms are made in

Small Game Repeating Rifles:

.22 caliber (3 models)
.22 Rim Fire
.25-20 caliber
.32-20 caliber

Big Game Repeating Rifles:

.30-30 caliber
.32 Special caliber
.32-40 caliber
.38-55 caliber

Repeating shotguns in

12 gauge visible hammer
12 gauge hammerless and
20 gauge hammerless.

Marlin Firearms

Combine more good selling points than any other line on the market. You cannot go wrong in pushing the Marlin. In the past fifty years over a million Marlins have found satisfied users.

Canadian Sales Representatives:

DOMINION CARTRIDGE CO., Limited, MONTREAL

Your Jobber handles the Marlin and will be glad to ship you a sample on request. Or write

DOMINION CARTRIDGE CO., LTD., TRANSPORTATION BLDG., MONTREAL.

The Marlin Firearms Corporation

NEW HAVEN, CONN.

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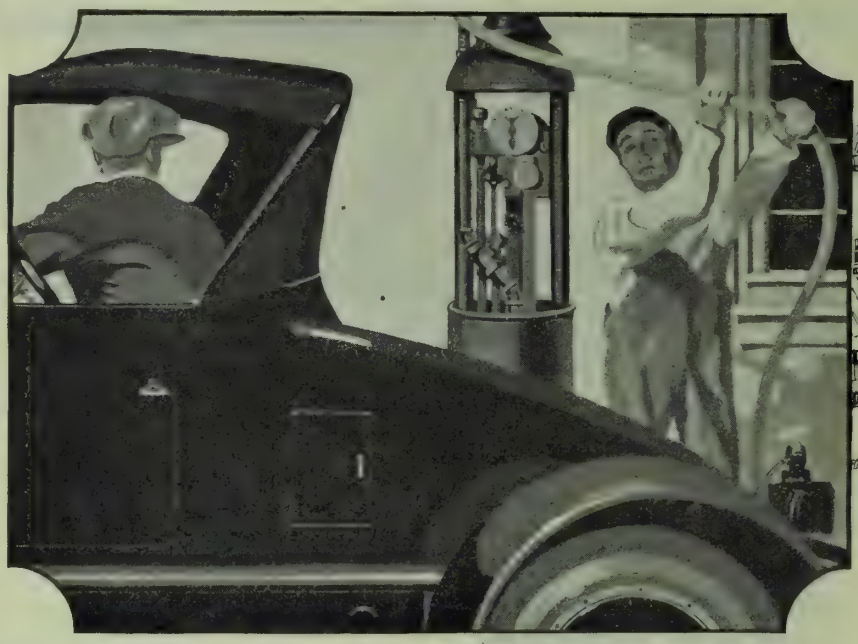
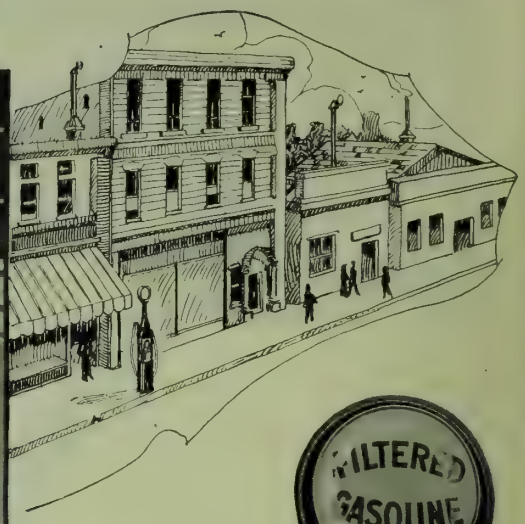




Selling more hardware with the aid of a pump

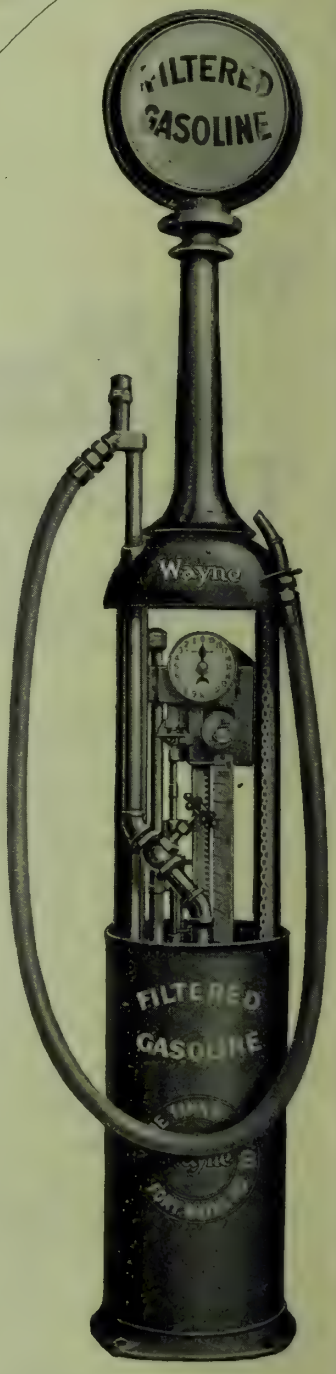
Ever stop to consider how a curb gasoline pump can help you sell more hardware? Here is the way it works out.

A gasoline pump on the curb in front of your store will stop its share of passing motorists. While you, or one of your assistants, are filling the tank, make a few suggestions to the driver about his need for a new saw, or fence wire, or some other item in which he might be interested.

If you handle automobile accessories, suggest the need of some of them. You will be surprised at the amount of goods in addition to gasoline which you can sell to drivers of automobiles.

A Wayne Honest Measure Gasoline Pump will attract trade to your store. Wayne Pumps serve the car owner quickly and give him the exact amount of filtered, water-free gasoline which he pays for.

Most motorists already know the good qualities of Wayne Honest Measure Pumps. And many more are learning about them from our national advertising and through their own satisfactory experiences. A Wayne Pump will help you get their trade.



Canadian Tank & Pump Company

Limited

121 Adelaide St. W. -:- Toronto, Ont.

REG. U S
Wayne
TRADE MARK

HONEST MEASURE PUMPS

Gasoline and Oil Storage Systems	Heavy Metal Storage Tanks	Air Compressors	Water Softening Systems	Oil Filtration Systems	Oil Burning Systems Furnaces and Forges

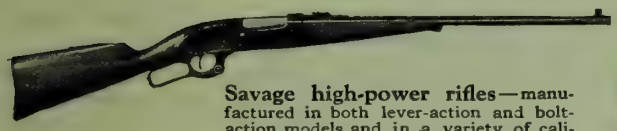
If interested tear out this page and place with letters to be answered.

The most complete line of Firearms on the market

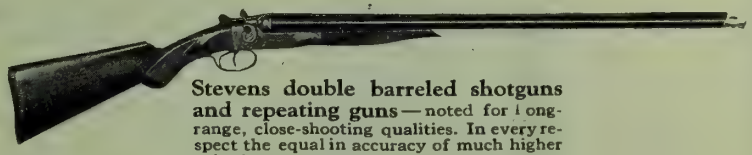
YOU have known Savage as a leader in the field of sporting rifles, repeating shotguns, and automatic pistols.

You have known Stevens as the maker of time-proved shotguns, small-bore rifles, and target pistols.

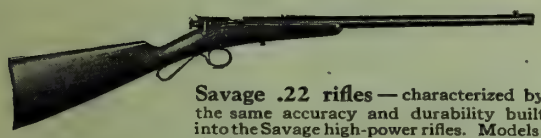
Now know the Savage-Stevens complete line—the most complete line of firearms on the market.



Savage high-power rifles—manufactured in both lever-action and bolt-action models and in a variety of calibers to meet every need of the big game hunter. Accurate and powerful.

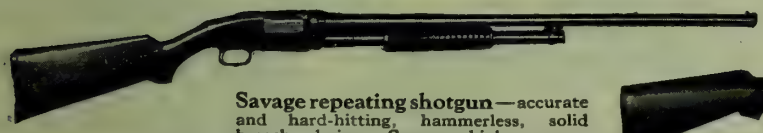


Stevens double barreled shotguns and repeating guns—noted for long-range, close-shooting qualities. In every respect the equal in accuracy of much higher priced guns.



Savage .22 rifles—characterized by the same accuracy and durability built into the Savage high-power rifles. Models: single-shot, repeating and N. R. A. target.

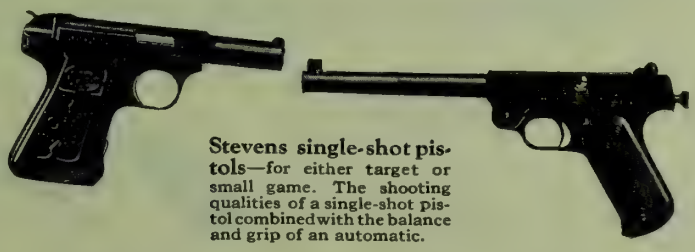
Stevens small bore rifles—at once the most economical and accurate rifles on the market. Stevens barrels are famous for straight shooting.



Savage repeating shotgun—accurate and hard-hitting, hammerless, solid breech design; Savage high-pressure, smokeless barrel.

Stevens single barreled shotguns—the most complete line of single guns manufactured by one firm. Stevens accuracy and durability throughout.

Savage automatic pistols—"Aims as easy as pointing the finger." A ten-shot, self-loading arm, made to fit the hand.



Stevens single-shot pistols—for either target or small game. The shooting qualities of a single-shot pistol combined with the balance and grip of an automatic.

A complete line of firearms means more sales, more profits for you.

The Savage and Stevens lines will continue to be handled exclusively through the regular jobbing channels.

SAVAGE-STEVENS

If interested tear out this page and place with letters to be answered

The Genuine ACE

GUARANTEED

NON-SKID TIRE CHAIN

MADE-IN-CANADA

Pat. 1919-1920; Others Pending

FULLY GUARANTEED

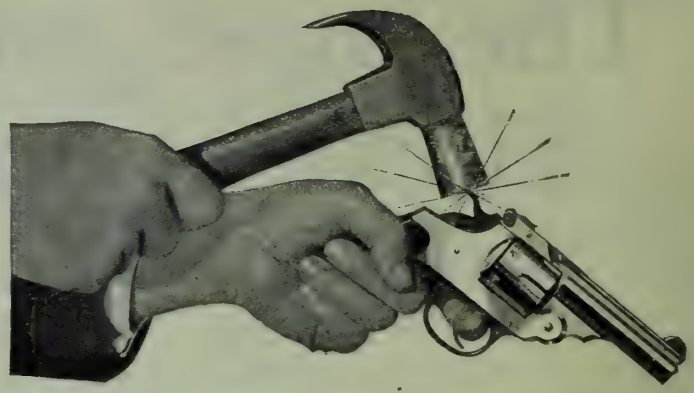
in every respect, Ace Chains carry an unconditional guarantee of satisfaction to the user. Their scientific design and the integrity of the materials used enable us to offer this guarantee.

The result of 18 years' study, experiment and test, is the Genuine Ace Chain.

"Built for Security, Service and Satisfaction"

ACE CHAIN LIMITED

Hamilton **Ontario**



The feature that sells Iver Johnson revolvers all over the world

The Iver Johnson, as you know, is essentially a revolver to be kept in the home for self-protection.

And so it is of vital importance that such a revolver be accident-proof. The Iver Johnson is known throughout the world as the "Hammer the Hammer" revolver—the one that can be thumped, bumped, dropped, jolted without fear of accidental discharge.

Many years of continuous and powerful national advertising have familiarized the public with the safety of the Iver Johnson.

And so today, when a man decides to secure a revolver for the protection of his life and property, the Iver Johnson is his logical choice.

Dealers who carry the Iver Johnson line find that this revolver sells with a minimum of time and effort on their part.

Are you stocked on the Iver Johnson line? Some rich territories are still without adequate dealer representation.

Stock the entire line—22, 32, 32 special and 38 calibres. Hammer and Hammerless models with Regular, Perfect Rubber and Western Walnut grips.

Why not stock Iver Johnson shotguns? There are none better. Then you will secure the benefit of the entire line of Iver Johnson firearms.

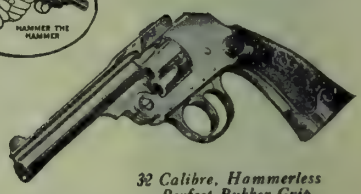
FREE! Three interesting booklets, also complete dealer information. Send at once for one or all of these booklets.
"A "—Firearms
"B "—Bicycles
"C "—Motorcycles

IVER JOHNSON'S ARMS & CYCLE WORKS
000 River Street, Fitchburg, Mass.
Revolvers—Shotguns—Bicycles—Motorcycles
New York Office: 99 Chambers Street
San Francisco Office: 717 Market Street

32 Calibre, Hammer Western Walnut Grip

32 Calibre, Hammer Perfect Rubber Grip

32 Calibre, Hammerless Regular Grip



32 Calibre, Hammerless Perfect Rubber Grip

IVER JOHNSON
REVOLVERS BICYCLES

If interested tear out this page and place with letters to be answered.

Made and Used by Canadian Hands

SUCCESS

Depends on Your Ability to Grasp Opportunity

70% of the Athletic Supplies used are purchased by the younger generation. Did you ever consider catering to this class of trade?

In addition to making a substantial margin of profit you secure the good will and patronage of these young people, who, in time, will become a potent factor in the successful continuation of your business due to the fact that they eventually become the purchasing power of the community.

Are you doing anything to secure this trade which is essential to your success, or are you content to allow Mail Order Houses and competitors to reap in the present profit and future good will of these citizens in the making?

The majority of athletics prefer Reach equipment because of its superior quality and unequalled practical features.

AN OPPORTUNITY to become a Reach dealer is right here. Your inquiry does not obligate you in any way.

A. J. Reach Company of Canada

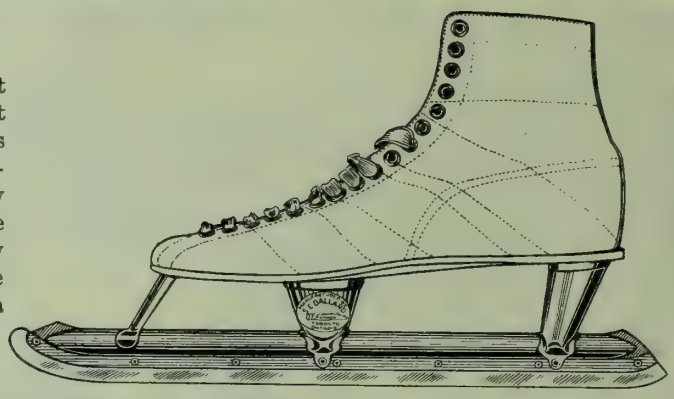
Limited

Brantford, Ontario

If interested tear out this page and place with letters to be answered

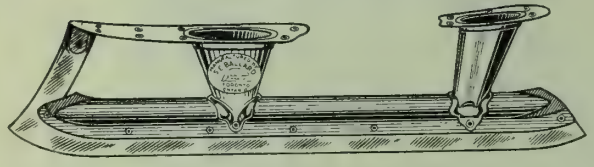
The Ballard Hy-grade Tube Skates

This is a new line that will make an assured hit with the hockey players and skaters in your locality. There are so many good qualities about these skates that you have only to display and advertise them locally to make a whole flock of sales.

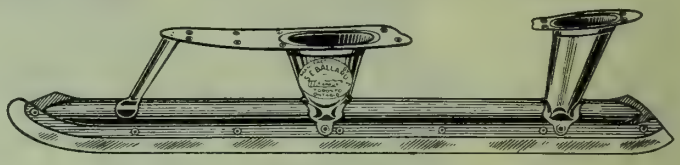


Point out in your show cards and advertising that the best known players in Canada are now using these skates. This helps materially to make them popular with others.
We would suggest that before considering your next stock of skates you write us and let us show you how it will pay you to handle the Ballard line.

The Ballard "Combination" Speed Skate, Rivetted to a Kangaroo Racing Shoe of Approved Pattern.



Ballard Aluminum Hockey Tube

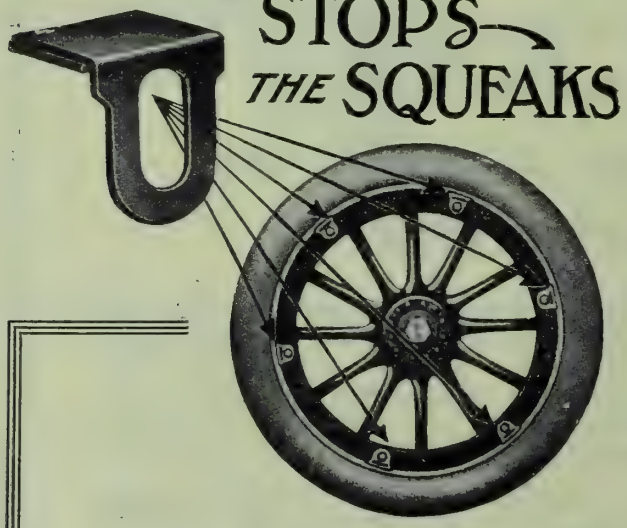


Ballard Nickel Speeder Tube

Spotwelded blades, Seamless cups; light, fast and durable

Sole Distributor **Geo. E. Boulter,** **3 Wellington St. E., Toronto**

Established 1895



HOLD TIGHT

Wedge Plates

Weight and Shock cause sags under wedges. Then the bolts fail to tighten. An annoying squeal results. This inexpensive, simple, easily applied Wedge Plate will stop the noise and hold the rim tight. It is guaranteed.

Owners

Have your repair man put them on your car when you are having it overhauled.

Dealers

Use them in your shop and save the owners the price of a new wedge.

Jobbers

Place your orders NOW. Be prepared for the spring rush of driving. The time is short.

Ren Automotive Supply Mfg. Co.

PRESTON - ONTARIO

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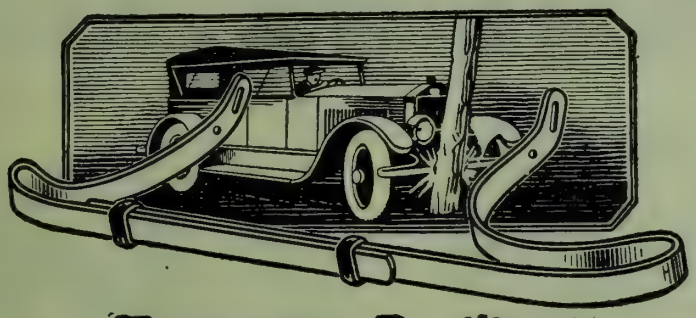
The Cheapest Collision Insurance--

Lyon Resilient Bumpers, Front and Rear



LYON Resilient BUMPERS

With their double thickness of spring steel and the open looped-end construction, Lyon Bumpers cushion tremendous blows from any direction. The car equipped with Lyon Bumpers will come safely through seventy-five per cent. of every-day bumps and crashes without injury to car or bumper. You can get them from your garage or dealer.

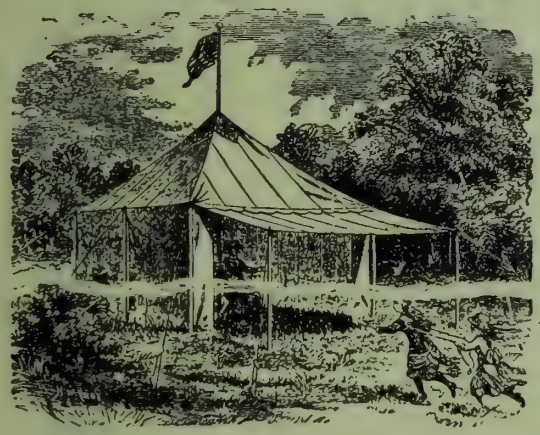
Attached to any make of car without drilling holes or the use of special tools.

Manufactured by

B.J. COGHLIN CO Limited MONTREAL

Over a Million in Use

To Dealers and Garages: Write us and we will introduce you to your nearest jobber in Lyon Bumpers



TENTS

all kinds for sale or to rent

Awnings, Flags, Horse Covers, Tarpaulins, Coal Bags, Etc.

Write for prices and full particulars.

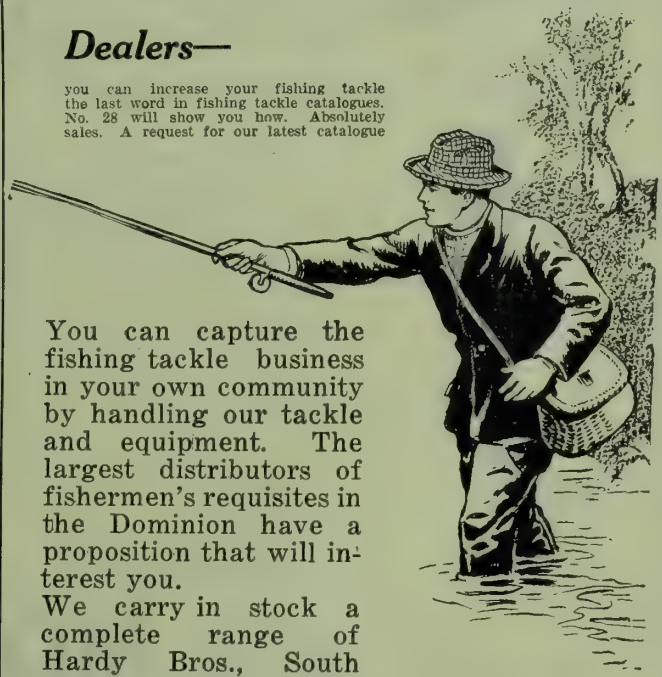
RAYMOND BROS.

172 King St. London, Ont.

Established 1903

Dealers—

you can increase your fishing tackle the last word in fishing tackle catalogues. No. 28 will show you how. Absolutely sales. A request for our latest catalogue



You can capture the fishing tackle business in your own community by handling our tackle and equipment. The largest distributors of fishermen's requisites in the Dominion have a proposition that will interest you.

We carry in stock a complete range of Hardy Bros., South Bend, Tuttle, Hildebrandt and other well known lines.

Signs of Quality
Stag and Beaver Brand Tackle

ALLCOCK, LAIGHT & WESTWOOD CO. Limited

70 King Street West, Toronto, Ont.

If interested tear out this page and place with letters to be answered

Place Your Order Now For

MOYER BASEBALL UNIFORMS

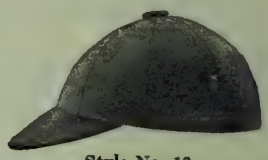
Style No. 1
V Neck with silk braid trimming and felt inset collar

Style No. 4
Military collar with felt trim

Style No. 5
V Neck with felt trim and collar inset

Style No. 12
Felt peak and button with eyelets

Write For Folder of Complete Range



Style No. 13
Felt peak and button; no eyelets

Style No. 14
Any Two Colors

You can easily get the worth-while profits which come from selling uniforms to local baseball teams.

Our styles and patterns appeal to the players. We supply shirts with any monogram or lettering desired. Our complete illustrated folder shows all our various designs. The special order blank and measurement chart which we send with the folder make it easy for you to get everything just right.

We will also send, on request, samples of the materials.

Keep in touch with us. Any inquiries from your vicinity will be referred to you.

Our range includes three grades — Junior, Intermediate and Senior.

Style No. 10
Any Two Colors

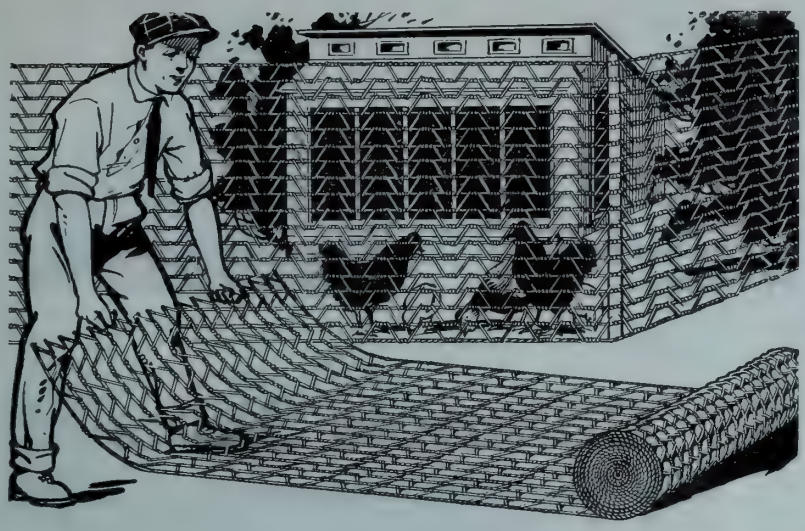
A. W. MOYER & CO.

Also Manufacturers of

Bathing Suits - Soccer Uniforms - Boy Scout Uniforms

124 KING ST. W., TORONTO

If interested tear out this page and place with letters to be answered



GREENING'S

Lay-Flat Poultry Fence

It Saves Your Customers

Trouble and time when putting up fence—Lay Flat Poultry Fence doesn't kink and lays perfectly flat when unrolled.

The expense of using top rails or boards—Lay Flat Poultry Fence needs no lumber except posts.

The expense of erecting a new fence every other season. Lay Flat Poultry Fence gives years of service.

The trouble of looking for stray hens and chicks. Lay Flat Poultry Fence is strong and closely spaced all the way up and keeps in little chicks or high flying hens.

Is Saves You

Time in making sales—the above features of Lay Flat Poultry Fence make an instant appeal to your customers.

Taking chances with inferior netting—Lay Flat Poultry Fence is sure to give satisfaction.

Storage room and space. Lay Flat Poultry Netting rolls compactly and requires little space.

Your jobber can supply you or write us

B. GREENING WIRE CO., LIMITED

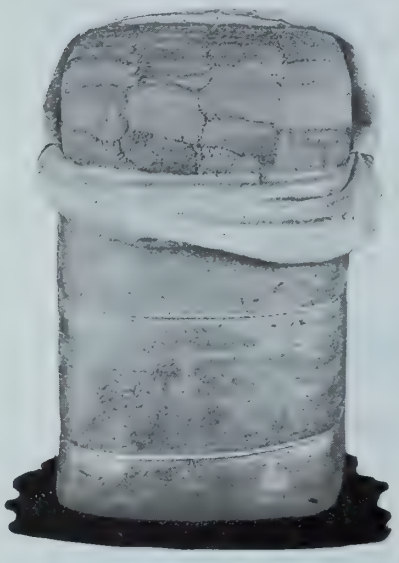
HAMILTON - CANADA

If interested tear out this page and place with letters to be answered

SPONGES

Direct Connections with British West Indies, Cuba and Florida.

Our goods are carefully sorted and packed. We assure you of prompt deliveries at lowest market prices consistent with quality and packing. We carry the popular sizes and grades in stock. Let us quote you prices that will guide you to successful sponge buying.



Bahama Cuban and Florida Highest Quality Unbleached Sponges

Chamois Skins

Representing the largest Chamois factory in the world enables us to offer the maximum value in Chamois skins. We carry in stock all sizes from 8 x 10 to 28 x 30, first and second qualities. Also a superior quality line of Auto Chamois, extra heavy, each skin perfect. Write for our descriptive price list.

Evans & Co., Limited

(Importers and Exporters)

247 St. Paul St. West :: Montreal

Barnes Canadian Springs

Precision springs of highest grade, made to your specifications for use in the manufacture of engines and machinery of all descriptions.

**Stoves, Pumps,
Electrical Appliances
and Special Devices**

We stand behind our products and would be glad to co-operate with you on your spring designing.

The Wallace Barnes Co. Limited

Hamilton Ontario

A Quality Fire Pot

The No. 71 Fire Pot with Improved Double Needle Burner generates the highest degree of heat, burns gasoline or kerosene and gives the user the maximum service. The consumption of fuel and cost for upkeep is reduced to the minimum. The C. & L. patented Double Needle Burner overcomes 60% of all Burner troubles caused by the old style sharp pointed Needle. Both Needles are blunt, making it impossible to enlarge the orifice and ruin the Burner. Short Needle cleans, long Needle regulates. The best and most efficient Fire Pot made. Jobbers supply at factory prices. Send for a catalog.

No. 71 Fire Pot. List Price Each $27.20. Ask for Discount.

CLAYTON & LAMBERT MFG. CO.

10615 Knodell Ave., DETROIT, MICH., U.S.A.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

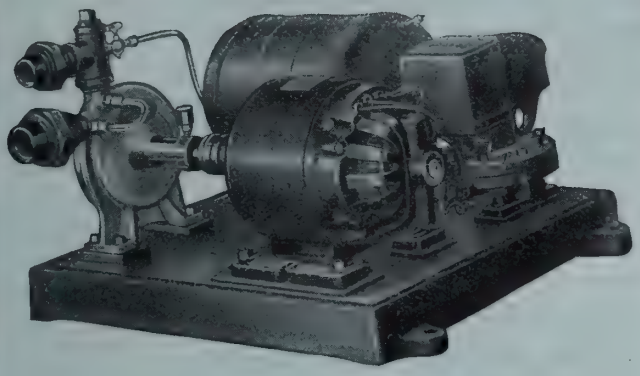
MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

If interested tear out this page and place with letters to be answered

The New *Westco* Tankless Water System



And Canada's Thousands of Rural Homes

offer a great field of opportunity. Once you install this effective tankless water system you have opened the way to more business for yourself in plumbing fixtures.

All Bronze, Ball-Bearing Pump And New Two-Pole Pressure

Westco

Switch Repulsion-Induction Type Motor

If you already sell Westco Systems you should write us for particulars about the improved Westco System.

If you do not sell Westco Systems you should write and find out what's in it for you in handling this line.

We also manufacture larger size and pneumatic tank systems, and pumps for almost every commercial purpose. Let us know your requirements.

Westco Pumps Limited

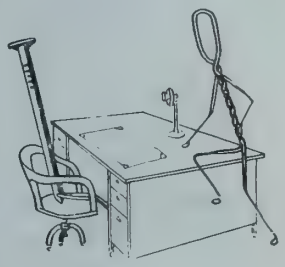
Queen and Abell Streets

TORONTO, ONT.

LAIDLAW'S WIRE BOYS

Their Chat No. 22

Surprising Wire-Using Canada



1. "Did you ever sit down, B. T., and figure out how many classes of manufacturers use wire of various kinds? You will surprise yourself, but you will surprise wire-using Canada more when you tell them that a firm in Canada can and do make any kind of wire they could possibly use. The Laidlaw people back this statement with the actual goods, B. T. No grade of wire is too difficult for Laidlaw's."

Laidlaw Bale-Tie Co., Ltd.

HAMILTON ONTARIO

GOLF BAGS

GOLF CLUBS

GUN CASES

AWNINGS

TENTS

TACKLE BOXES

Metal covered, wood lined, 2 trays—8 compartments. Room for large reel. Leather handle and lock and key. Size 4½" x 6" x 14".

Retail value $6.00. Write for dealer proposition.

All Made in Canada

THE D. PIKE CO. LIMITED

123-125 KING ST. E.,
TORONTO

If interested tear out this page and place with letters to be answered

Why Hardware Mailing Lists Are Not Complete

WE ARE frequently asked why many of the so-called complete hardware mailing lists are incomplete and miss many hundreds of the best hardware stores in Canada. There is a reason.

If you take a complete list of the hardware firms rated in Dun's and Bradstreet's as hardware firms, you will be short upwards of 900 of the best hardware firms in Canada. This is due to the fact that upwards of 900 of the leading hardware stores in Canada, are the hardware sections of department or general stores. There is nothing in the commercial rating books to indicate which of the many thousands of department or general stores have hardware sections. For instance, in one Western Canada town there are four general stores and one exclusive hardware store. One of the general stores has a strictly modern hardware section. The only way in which you can find out which one of the four stores has this department, is to visit the town and call on all stores. The same condition exists in hundreds of other places in Canada. The cost of doing this for one mailing list or one publication would be absolutely prohibitive. The MacLean Publishing Company, however, have fifteen publications, and send crews of salaried circulation men into every city, town and hamlet in the Dominion from Coast to Coast. Representing fifteen publications these men call on practically every business man in a town or city. The MacLean Publishing Company have been working on this plan for upwards of 30 years. The result is that to-day HARDWARE AND METAL has as paid subscribers, in addition to exclusive hardware stores, upwards of 900 of these strictly modern, up-to-date hardware sections and very few of these names are on mailing lists, with the exception of the list used to mail out our paper.

Another important point is that on our mailing list several hundred copies go addressed personally to the men in charge of the buying. Circulars sent from the average mailing lists merely go to a firm name along with a large quantity of other circular matter and is somewhat of a hit or miss proposition. With HARDWARE AND METAL there are hundreds of cases where the name of the buyer also appears along with the company address.

Subscribers to HARDWARE AND METAL buy our paper because they need it in their business and because they study it each week for news

of the trade, new goods, market information and for additional information regarding goods which the merchants are carrying in stock. Several hundred merchants prepare their advertising in their local papers, from information which they take out of the advertisements in HARDWARE AND METAL. Window trimmers in hardware stores study HARDWARE AND METAL for ideas on seasonable goods which they can display in the show windows. The men behind the counter are among the closest readers of HARDWARE AND METAL because in it they find a vast amount of information regarding goods which they are called upon to sell each day. Dozens of leading jobbers' salesmen carry copies of the current issue of HARDWARE AND METAL along with their catalogs and go through these issues with their customers. One of the leading wholesale buyers, (name on request), stated that he "much preferred to buy lines advertised in HARDWARE AND METAL because he found that these lines were the quickest sellers and were the lines in which the travellers took the greatest interest."

It is therefore of the utmost importance that any advertising matter you wish to place before the trade, should reach as many of these hardware men as possible. It is an easy matter to claim that you cover the whole hardware trade but HARDWARE AND METAL knows from thirty-three years' experience that it takes many years of honest, intelligent effort to get a complete list of the hardware buyers in Canada. A large staff is also required to keep lists up to date, record business changes, new firms, etc. We offer you the most complete list through the advertising pages of HARDWARE AND METAL.

The hardware trade is undergoing rapid changes. With each succeeding year come new developments. It is our business to keep in close touch with the trade. We have a vast amount of information on almost every imaginable phase of the hardware trade. You may think your line is one that cannot be advertised. We may think differently. It will cost you nothing to secure our views. Drop us a line and our representative will call, or if you prefer it, we will, after making an investigation of the possibilities of advertising your lines, submit our proposition in writing.

HARDWARE & METAL

Office of Publication

143-153 University Avenue : Toronto, Canada

BRANCHES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Avenue, Telephone Adelaide 5740. Winnipeg, 901 Confederation Life Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, Eng.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway (corner 26th Street); Boston, Room 734, Old South Bldg., Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 South Dearborn Street, Phone Wabash 9430.

DOON ENTIRELY MADE-IN-CANADA TWINES

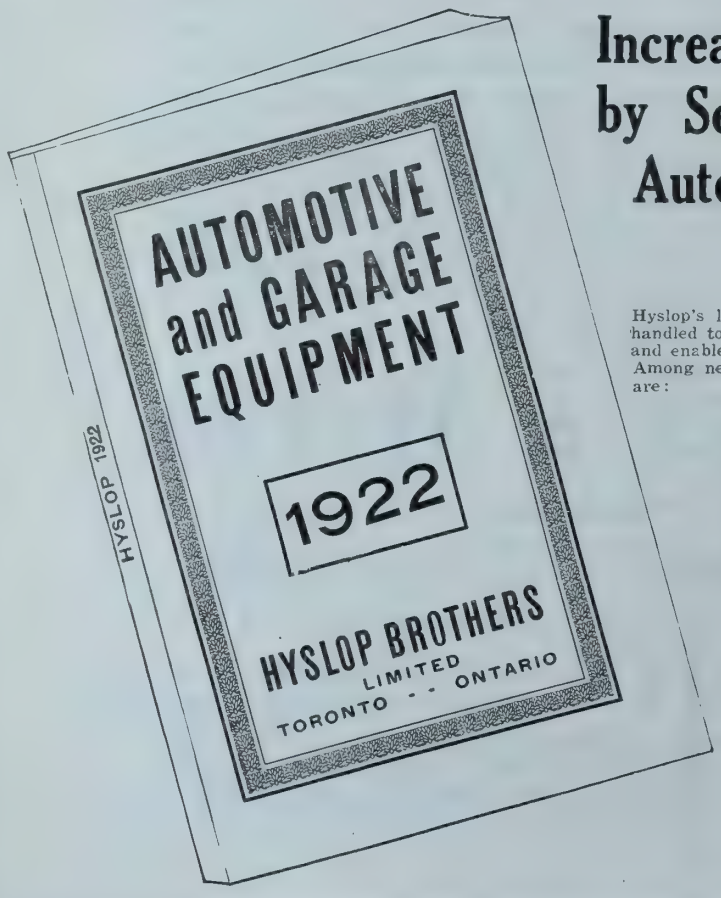
Flax, Hemp and Jute Twines for all Purposes, Hemp Parcelling Twines, Jute Parcelling Twines, Marlin Twines, Hosiery Twines, Plow Lines, Clothes Lines, Flax, Hemp and Jute Sewing Twines.

Write for samples and prices.

DOON TWINES, LIMITED

Spinning Mills at Doon and Kitchener

HEAD OFFICE : : KITCHENER, ONTARIO



Increase Your 1922 Business by Selling the Hyslop Line of Automobile Accessories and Supplies

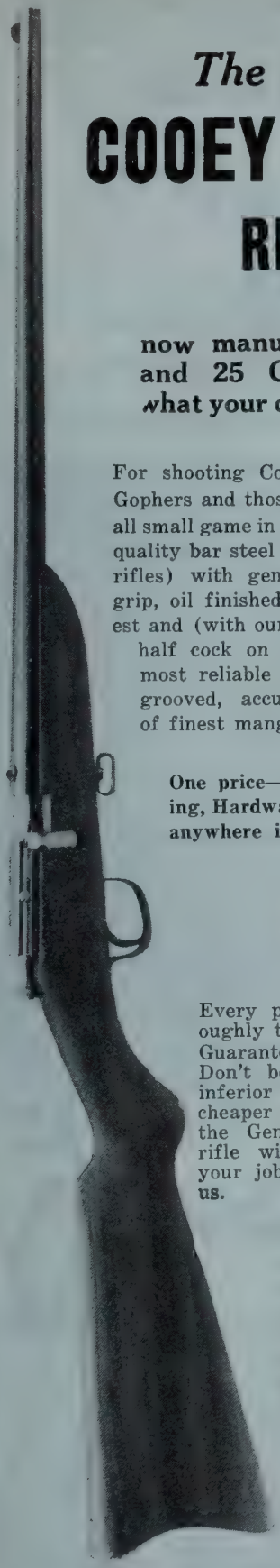
Hyslop's line of 1922 Catalogue contains many items that can be readily handled to advantage in hardware stores. Such articles show good profits and enable the dealers to render service to car owners in their community. Among new accessories for motor cars shown in Hyslop's latest Catalogue are:

Auto Locks,
Billmont Wrenches,
Luggage Carriers,
Automatic Windshield Cleaners,
Kargo Compound,
Auto Ray Spotlights,
M & R Timer,
Reid Oil Tester,
Auto Watches,
No. 10 E.A. Motor Driven Horn,
Steel Laced Tire Boot,
Norwesco Top & Body Dressing,
Wonder Worker Specialties,
Locktite,
Spotlights,
Coleman Quick-Fill Tire Pump,
Spark-C Ignition Tester,
Presto Metal Visor,
Parking Lamps.

There are hundreds of other quick-selling articles shown in Hyslop's new Automotive and Garage Equipment Catalogue, which provide large profits and quick turnover for the dealer. Send for a copy, together with wholesale net price list..

HYSLOP BROTHERS, LIMITED

TORONTO - - ONTARIO



The Famous

COOEY CANUCK RIFLE

now manufactured in 22 and 25 Calibres. Just what your customers want.

For shooting Coyote, Fox, Ground Hogs, Gophers and those pesky Black Crows, also all small game in season. Made of the finest quality bar steel (no castings used on these rifles) with genuine walnut stock, pistol grip, oil finished. Bolt action the strongest and (with our patented automatic safety half cock on the bolt) the safest and most reliable action made. Has eight-grooved, accurate, hard-hitting barrel of finest manganese barrel steel.

One price—retails at all good Sporting, Hardware and General Merchants anywhere in Canada.

$8.75

Every part of our rifle is thoroughly tested before our Red Tag Guarantee card is attached. Don't be persuaded to stock an inferior imported rifle or buy a cheaper rifle that is not safe. Get the Genuine Cooey Canuck, the rifle with the reputation, from your jobber, or order direct from us.

If you wish, we will mail on consignment direct to you by parcel post (we pay all charges, postage and war tax) for the remarkably low price of $6.75, less 2% ten days, net 30 days.

The H. W. COOEY
MACHINE & ARMS COMPANY
317-321 Howland Ave., TORONTO

Retailers' Electro Service

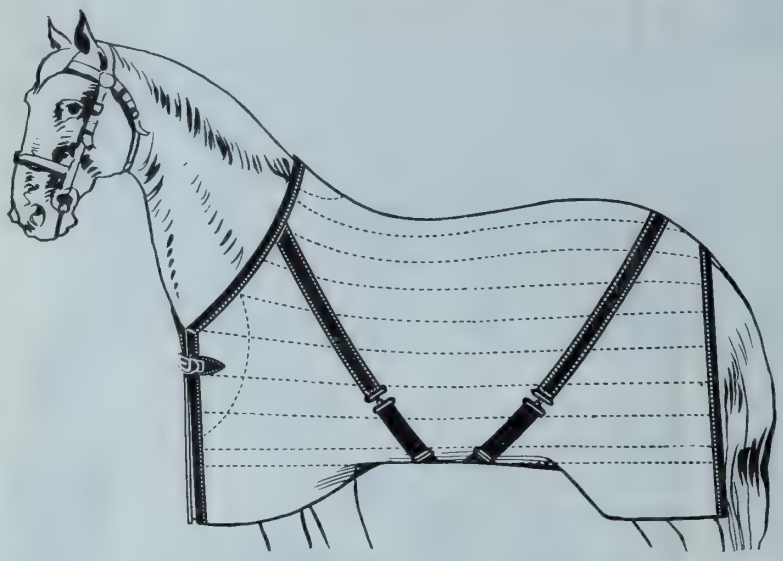
A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL
Electro Department
143-153 University Avenue
TORONTO, CAN.

If interested tear out this page and place with letters to be answered.

All Hardware Dealers Should Handle



ADAMS

Horse Blankets, Halters, Sweat Pads, Skate Straps, and all kinds of Leather Goods.

If your Jobber does not carry our goods, write direct for samples and prices.

Adams Bros. Harness Co.

791 KING STREET WEST, TORONTO

Branches:

Winnipeg **Saskatoon** **Edmonton** **Calgary**

Burlington Windsor Blanket Co.

Toronto, Ontario

Manufacturers of the Celebrated

TRADE MARK Ventiplex PADS

Every Hardware Dealer handles them because they satisfy your Customers and you make good profit.
We also manufacture the celebrated Ventiplex Insoles.
Write your Jobber for prices and, if he doesn't keep them, write direct to us.

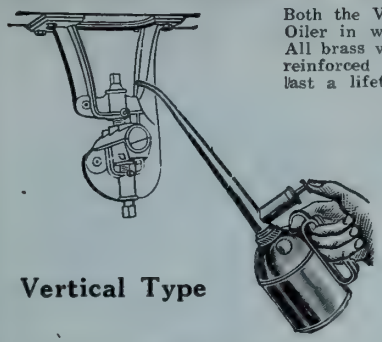
The Burlington Windsor Blanket Co.

797 King Street West

TORONTO

If interested tear out this page and place with letters to be answered

GENUINE CANNON PUMP OILERS—STANDARD AND AUTOMOTIVE TYPES



Vertical Type

Both the Vertical and Automotive Type GENUINE CANNON PUMP OILER meet a long-felt demand for an Oiler in which the oil is entirely controlled by the operator in whatever position the can may be held. All brass valves, seats and valve springs; heavily reinforced body and bottom construction; will last a lifetime.

Size No.	Brass, Tin or Copperized Ca. Pts.	Dia. In.	Spout Lg. Inches
0	1	3½	6
1	1	3	8
2	1½	3½	12
2½ ..	2	4	12
3	2	4	20

Automotive Type

Size No.	Brass or Copperized Ca. Pts.	Spout Lg. Inches
A-1	½	5 in.
A-2	½	9 in.
A-3	1	5 in.
A-4	1	9 in.

ASK ANY JOBBER

Patented, Copyrighted, Manufactured only by the

CANNON OILER COMPANY

Main Office, Keithsburg, Illinois, U.S.A.

Branch: Monmouth, Illinois, U.S.A.

Eastern Representative—A. G. & A. L. Brown & Co., Ltd., Montreal.
Western Sales Representative—J. E. Bremner, Winnipeg.

ST. MARYS WOOD SPECIALTY CO.

HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC

Exceptional hockey sticks made from exceptional, carefully selected elm. The shape, hand and balance are perfect, assuring satisfaction to every hockey player to whom you sell.

Write for Copy of Price List Just Issued.

St. Marys Wood Specialty Company
LIMITED
St. Marys, Ontario

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

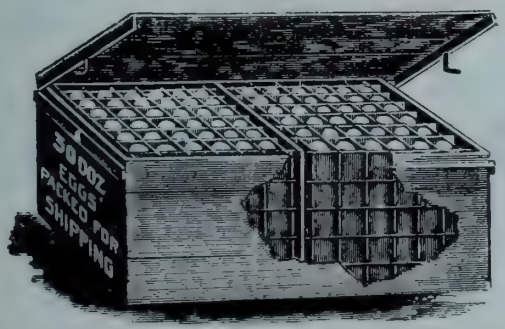
"Ratchet"

"M"

Catalogues and Prices Sent Upon Application

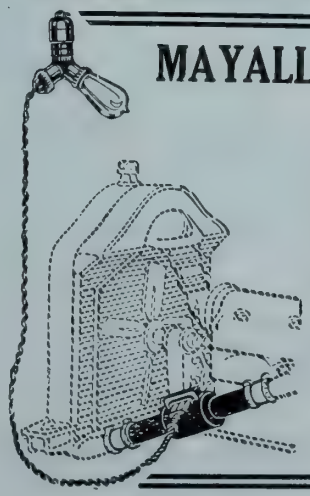
The CANADIAN WINKLEY CO., Ltd.
WINDSOR

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates
511 St. Catherine St. West, MONTREAL, CANADA

MAYALL MOTOR HEATER



Convincing selling points that make certain sales. Every car owner dreads winter engine trouble. Show them that the Mayall connected to any lamp socket will warm the water system of the car, prevent freezing and assure easy starting. Can be quickly installed.

Motor Sundries Corp. Ltd.
Head Office and Factory:
414 Eastern Ave. Toronto

Also manufacturers of Hurst Motor Heater, Float-a-Ford Shock Absorbers, Mayall Flat-Spring Bumper.

If interested tear out this page and place with letters to be answered

PEERLESS FENCE

DEALERS NEED NOT KEEP CUSTOMERS WAITING

An order delivered is worth two that are not. Keeping customers waiting gives you a reputation for poor service and you lose trade.

The Peerless dealer need not lose business this way. He is sure of prompt shipments that will keep his stock up to his needs and his customers satisfied.

Peerless dealers are sure of prompt factory service for three reasons:

We maintain an ample stock of all styles of fence ready for immediate shipment.

We have unexcelled shipping facilities by boat and rail.

We realize that the dealer's business is our business and so make every effort to help him.

Peerless dealers have another important advantage too. They are handling a good fence, a fence that is strong and lasts a lifetime.

Write to-day for our dealer's proposition

BANWELL-HOXIE WIRE FENCE CO., Limited

Hamilton, Ont. Winnipeg, Man.

Le Tin Co

Stands For

Quality

Some Of Our Specials

Ice Cream Freezers
Wash Boilers
Stove Pipes
Stove Pipe Elbows
Ash Cans
Ash Sifters
Honey Cans
Syrup Cans
Sap Buckets
Bread Boxes
Bake Tins
Dairy Supplies

Be sure to specify **"LeTinCo"** on your orders.

Our goods are attractively got up.

A card will bring you full information on any commodity.

Do It To-day
Write Us

Leslie Tinware Co. Limited

Ottawa - - - - - Canada

PROMPT DELIVERIES FROM STOCK OF

ALUMINIUM

Sheet, Coil, Circles. Pure and Alloy Ingot Mouldings. Matting, Tube, Rod Wire, Rivets, Screws, Nails etc.

The British Aluminum Company, Limited

263-267 Adelaide Street West
TORONTO

Eastern Agencies:
SPIELMAN AGENCIES, MONTREAL

If interested tear out this page and place with letters to be answered.

Double Ball Bearing Type

ROLL YOUR LOAD

ON Bond Swivel and Stationary Truck Casters

Manufactured in

LIGHT, MEDIUM AND HEAVY DUTY SWIVEL AND STATIONARY TYPES

Stationary Type

Fitted with either Plain Iron or BOND Special Rubber Tired Wheels.

Write for Our Leaflet K-H-M on Truck Casters.

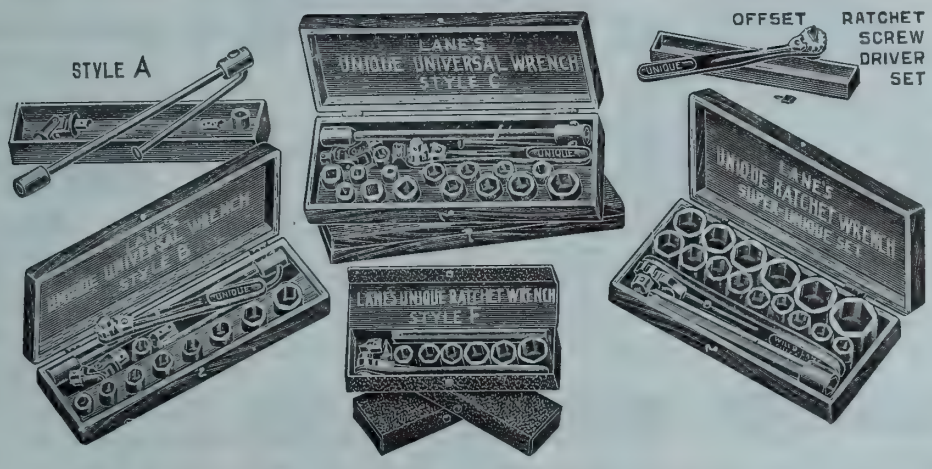
MADE IN CANADA

By

Bond ENGINEERING WORKS, LIMITED

TORONTO, ONT., CANADA

General Assortment



LANE'S UNIQUE TOOLS

The main points we want the Canadian trade to know are, that Lane's Unique Tools sell quickly, because they fill a special need by performing tasks where other wrenches fail, and that they pay the hardware merchant a substantial profit. We describe the details of these effective, powerful wrenches in our literature. Write for it, to-day.

Will B. Lane Unique Tool Company, 170 W. Randolph St., Chicago, Ill.

Carried by all leading Hardware and Automotive Accessory Jobbers in Canada.

If interested tear out this page and place with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ontario

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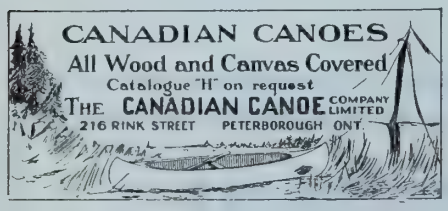

Canada Tack & Nail Co., Limited

Morrisburg, Ontario — Hamilton, Ontario

ARROW-POINT

Quality Tacks of All Kinds

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats, etc. Paddles and Oars.

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